

# AMERICAN NURSERYMAN

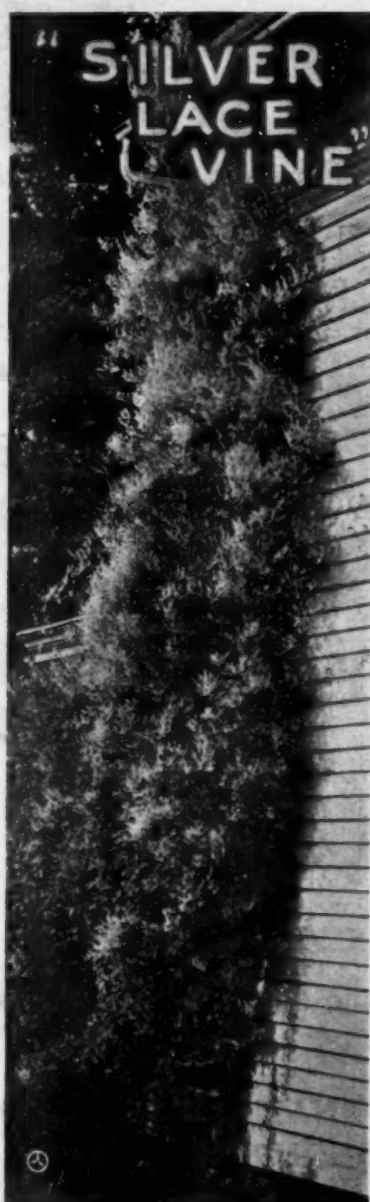
## AMERICAN NURSERY TRADE BULLETIN

Chief Exponent of the American Nursery Trade

Vol. XLVI No. 10

NOVEMBER, 15, 1927

Per Copy 20c



### Polygonum Auberti —AND OTHER THINGS

We are doing our best to keep up in our digging with Fall orders, and have made a good record so far.

Despite times during the Summer when prospects looked dubious, all stock has turned out fine, don't you think?

We illustrate Polygonum because that wonderful hardy vine has been one of the most striking items in sight this Fall. We had a big stock of it, but last month's sales cut in deep. Do you still need a few hundreds?

The lines of stock specially mentioned in the October and September issues, are still prominent, and all leaders.

This November month will wind up the digging and heavy Fall shipping; then a long wait until Spring. Which reminds me of a little inside-door sign I used to see when leaving my room in an old hotel:

*Stop! Have you forgotten anything?*

If it's anything in general nursery stock we probably have it, and will gladly co-operate with you in hustling it under your cover before the big freeze.

Or we will hold it safe for you in our own big frost proof cellars, if too late to ship, if we have your order.

At your service!

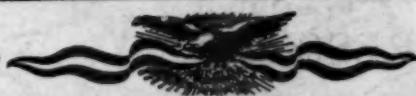
**THE STORRS & HARRISON CO.**

Est.  
1854

*"The Painesville Nurseries"*  
**PAINESVILLE, OHIO**

1500  
Acres

39 STATE ST.



ROCHESTER, N. Y.

**American Fruits Publishing Co**

## ***FALL 1927***

### **A Complete Line of Nursery Stock**

**Fruit and Shade Trees  
Shrubs, Privet, Vines  
Roses and Perennials**

#### **FRUITS IN CAR LOTS**

*Cherry—1 and 2 year  
Apple—2 and 3 year  
Plum—1 and 2 year  
Peach—1 year*

**C. M. HOBBS & SONS, Bridgeport, Ind.**  
ESTABLISHED 1875

### **Christmas Messages ARE EVIDENCES of GOOD WILL**

**Which Will Work for You  
All Next Year**



**Remember Your Customers  
With a Little  
Greeting**

**THE DU BOIS PRESS**  
**Rochester, New York**

## **CHERRY TREES! CHERRY TREES!**

*The Best That Can Be Grown!*

**SWEET AND SOUR      ONE AND TWO YEAR  
CAR LOTS OR LESS**

**We also offer for 1927  
A General Assortment of**

**Standard and Dwarf Apple  
Standard and Dwarf Pear,  
Plum, Quince and Peach  
TRUE TO NAME**

*Write For Our Attractive Prices*

## **KELLY BROTHERS NURSERIES**

**Dansville, N. Y.**

### **A Complete Assortment of New York State Grown FRUIT TREES**

*Specializing in Car Lots*  
of  
**APPLE - PEAR - PEACH**

**Special prices on  
BARTLETT PEAR, CORTLAND APPLE,  
ELBERTA PEACH**

**Also a Full Line of  
ORNAMENTAL TREES  
SHRUBS AND ROSES  
American Arbor Vitae  
Lombardy Poplars**

**W. & T. SMITH CO.**  
**GENEVA, N. Y.**

**Organized in 1846**

**1,000 Acres in 1927**



## Best Tree Digger on Earth



Write for Descriptive Circular and Prices

### Stark Brothers

NURSERIES AND ORCHARDS COMPANY

Louisiana, Missouri



**Our Stock Has  
Completed its Growth  
And is Mature**

Growing conditions have been ideal. We are better prepared than ever before to serve you. Our Trade List shows the complete line; if you have not received a copy, ask for it.

**The Huntsville Wholesale Nurseries, Inc.,**

1872

HUNTSVILLE, ALABAMA

1927

Since Eighteen Hundred and Fifty

**FRANKLIN DAVIS NURSERIES, Inc.,**

P. O. Box 102 Arlington Station,  
BALTIMORE, MD.

**ORIENTAL PLANES—As fine as an Oriental  
Plane can be.**

**LOMBARDY POPLARS      WEEPING WILLOWS  
SILVER MAPLES          AMERICAN ELMS  
CALIFORNIA PRIVET      APPLES, 1 & 2 yr. Buds**

Special prices given on the above in carload lots.

**FLOWERING SHRUBS      PEACHES  
BERBERIS THUNBERGI      GRAPE VINES**

**Send Us Your Want List.**

Although not mentioned here, we may have just what you want.

Established 1866

61st Year

## NAPERVILLE NURSERIES

We offer a large assortment in  
**TRANSPLANTED ORNAMENTALS**

**SHRUBS,  
TREES,  
VINES,  
EVERGREENS &  
PERENNIALS**

Our Special List of Transplanted offerings for Fall 1927, is completed. If you did not receive a copy, a card will bring it.

Also a Good Assortment of

### Lining Out Stock

Our Fall Lining Out Stock List No. 225 was mailed some days ago. If you did not receive a copy, a card will bring it.

**NAPERVILLE      DuPage County      ILLINOIS**

Telephone—Naperville One

28 Miles West of Chicago on State Route No. 18  
(Ogden Road) and C. B. & Q. R. R.

**300 Acres devoted exclusively to the growing of  
ORNAMENTAL NURSERY STOCK**

### American Fruits Publishing Co.

American Nurseryman

American Nut Journal

"THE AMERICAN LINE"

Leading Publications in Their Fields

P. O. Box 124

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Rochester, N. Y.

**24 Issues for \$30**

### A Whole Year's Advertising

**Less Than 58c Per Inch Per Week**

¶ Is your business able to maintain a display sign the year around before the entire Nursery Trade? You can do it for above rate, commencing now, in

**AMERICAN NURSERYMAN**

**Published Semi-monthly, on 1st and 15th**

Two insertions for the single rate.  
Twice a month publicity.

### THIS SPACE

**\$2.50 Per Month** Under Yearly  
Contract Terms  
**58 Cents Per Week**

**Less Than Yearly: \$2.80 Per Month**

## ORNAMENTALS IN CARLOAD LOTS!

Send us your list of wants as we can often quote lower prices on stock we have in heavy surplus. You will be pleased with our service.

Send for Trade List

**Onarga Nursery Co.**  
ONARGA ILLINOIS

## Wayside Gardens

HARDY PERENNIAL PLANTS  
EXCLUSIVELY

*Write for Trade List.*

**THE WAYSIDE GARDENS COMPANY**  
MENTOR, OHIO

## THE MONROE NURSERY

ESTABLISHED IN 1847

Wholesalers of

**Fruit and Ornamental Trees  
Shrubs, Vines, Roses, Perennials**

With an exceptionally fine stock of  
**Catalpa bungei—1 & 2 year  
Lombardy Poplar—all sizes**

Let us quote your want list.

**I. E. ILGENFRITZ' SONS CO.**  
MONROE, MICHIGAN

Manufacturers of the Ilgenfritz Nursery Planting Machines  
and Ilgenfritz Digger Plows.  
Description and prices on application

## CHERRY TREES

Sweets on both Mazzard and mahaleb stocks, one and two year.

Sours on mahaleb stocks one and two year.

Trees grown in a "cherry country" where both sours and sweets flourish.

Write for Price List.

Special Prices on Car Lots.

**J. F. JONES, Lancaster, Pa.**

## Vincennes Nurseries

W. C. Reed & Sons, Vincennes, Ind.

Offer for Fall 1927:

**CHERRY, One Year—Both Sweets and Sours**  
All leading Varieties  
11/16 up. 9/16 to 11/16. 7/16 to 9/16.

**CHERRY, 2 Year—A limited amount Sour Sorts**  
11/16 up. 9/16 to 11/16

**CHERRY, XX—1 to 1½. Also XXX 1½ up.**

**PEAR and PLUM, 2 & 3 Year**  
All grades Leading Varieties.

Car Lots or Less.

Send List of Wants for Prices.

Radiance, 3-colors, Gruss an Teplitz

Also

Full Assortment other H T Varieties

**OWN-ROOT ROSE BUSHES**

*Our Specialty*



**Howard Rose Co.**

HEMET, CALIFORNIA

Revised Fall List Now Ready.

## J. H. Skinner & Co.

Topeka, Kansas

WE OFFER

Apple, Cherry, Peach, Pear and Plum Trees  
Apple Seedlings Pear Seedlings

Spirea Van Houtti, all grades

Privet, Amoor River North

2 to 3 ft., 4 or more canes.

Also lighter grades.

Lilac, named varieties

Paeonias

Apple and Pear Grafts, Whole and Piece Root.

Source of **RELIABLE** Nursery News

Is the Nursery Trade Journal

**Exclusively for Nurserymen**

Those who are content  
with a side issue  
Get side issue results

The only publication in America devoted to the Nursery Trade in general as a Main Issue is the

**AMERICAN NURSERYMAN**



# AMERICAN NURSERYMAN -- November 15, 1927

**EDITORIAL DEPARTMENT**—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of individuals, etc. All photographs will be returned promptly.

**Advertising**—Advertising forms close on the 25th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earliest operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

**SUBSCRIPTIONS**—"AMERICAN NURSERYMAN," published semi-monthly, on 1st and 15th, will be sent to any address in the United States for \$2.50 a year; to Canada or abroad for \$3.00 a year. Single copies of current volume, 30¢; of previous volumes, 25¢.

RALPH T. OLCOTT  
Editor, Manager

AMERICAN FRUITS PUBLISHING COMPANY INC.

39 State Street,  
Rochester, N. Y.

**WHAT THIS MAGAZINE STANDS FOR**—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

**INDEPENDENT AND FEARLESS**—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and international in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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# Inventory Bulletin

Giving quotations and grades  
out about November first.

...

Booking orders for early spring  
shipment.

...

Always pays to place your  
order early.

...

**C. R. BURR & COMPANY, Inc.**

*General Nurserymen*

MANCHESTER, - CONNECTICUT.

*We Do Not Sell at Wholesale to Retail Buyers*

***This Morning***

*finds several large gangs of  
men taking up stock for win-  
ter storage.*

***If You***

*could see it you, too, would  
be listed among our satisfied  
customers.*

***Orders of***

*all sizes are much appreciat-  
ed. How about yours?*



**Lake's Shenandoah Nurseries**

*"57 Years as Wholesalers"*

Shenandoah,

Iowa



**BLACK  
HILLS  
SPRUCE**

*Hardy  
Compact*

*Silver Green  
in Color*

*Four Times  
Transplanted*

*Resists  
Drought*

We can supply your needs, in carload lots or less,  
for specimen trees of any size from 12 to 48 inches.

Our thousand acres also contain evergreens of  
many other varieties, both specimen and lining out  
stock.

Also fruit trees, ornamentals, and shade and forest  
trees.

Write for prices

**The Sherman Nursery Co.**

CHARLES CITY, IOWA



Have you received our new price list?  
It is worth having and is a real ref-  
erence on hardy ornamentals.

**PRINCETON NURSERIES**

PRINCETON, NEW JERSEY  
Wm. Flemer's Sons, Inc.

**MAKE SURE "G P M" ON  
BALE HAS END**



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The Original, Genuine

**IMPORTED GRANULATED  
PEAT MOSS  
Turf Mull**

has our registered triangle trade mark stenciled on the end  
for your protection when purchasing. Please LOOK SHARP  
for it. Each bale contains a generous eight bushels, sufficient  
to spread at least 240 square feet, one inch deep. Price \$3.00  
a bale, F. O. B. New York. Discounts on quantity orders.  
Shipped from other principal cities at same or slightly higher  
price. Many nurserymen have written us in detail how they  
have obtained profitable results from its use. Write us and we  
will pass on these valuable facts to you.

**ATKINS & DURBROW, INC.**

29 BURLING SLIP,

NEW YORK



# AMERICAN NURSERYMAN

[Reg. U. S. Pat. Off.]

## The Chief Exponent of the American Nursery Trade National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

Vol. XLVI

ROCHESTER, N. Y., NOVEMBER 15, 1927

No. 10

## AMERICAN FRUIT STOCKS WELL HANDLED EQUAL FOREIGN

Lloyd C. Stark Finds—C. M. Hobbs & Sons' Opinion

**I**N answer to your inquiry regarding American-grown fruit and rose stocks, we hesitate to give any opinion, as this is a matter for the individual Nurseryman's judgment. We are perfectly willing, however, to give you the facts that have developed in our own experience.

We are using millions of American-grown seedlings at this time, and have been for six or eight years. Our last year's records show that 90% of our seedlings were American grown and 10% were foreign grown.

Domestic seedlings can be grown in this country with the same quality as those grown in Europe.

The chief trouble has been that some of the American growers after growing the seedlings have not let them mature properly or have not handled them properly during digging and after digging.

Some of these improperly matured seedlings have hurt the reputation of domestic seedlings; but, if we allow our memory to go back a number of years to the poor seedlings that came from other countries when they had bad years and bad seasons, we will realize that, regardless of the source of supply, there will be good years and bad years.

I think all American Nurserymen realize that they must co-operate with the domestic seedling growers and that they will do so as far as possible, especially in the case of those growers whose sample stocks have proved satisfactory.

We do not care to give any particular seedling grower any advertisement to the detriment of any other grower, but our experience with the sample stocks received from the grower mentioned in your letter was that they were not handled as they should have been; they were dug prematurely and the leaves sweated off by burying in the ground when they should have been left in the ground until thoroughly matured and practically all the leaves dropped. We believe if they were left in the ground until thoroughly matured they would be just as good as the foreign stocks. This is only our personal opinion, however.

There will undoubtedly be plenty of good American grown stocks when the foreign supply is shut off. For the first few years some of the growers probably will not handle their seedlings as some of the more experienced foreign growers do, but in a short period the poor growers will eliminate themselves and the good growers will persist.

We feel certain that American horticultural and Nursery industries will not be hurt by using domestic stocks grown by

the best domestic growers and we do feel that the domestic growers should receive the patronage of the American Nurserymen.

Other things being equal, the "Grown in America" stocks should be given preference, of course.

STARK BRO'S. N. & O. COMPANY.  
Lloyd Stark, Vice-President.

### Finds French Stocks Superior

Editor American Nurseryman:

We believe fruit stocks can be grown successfully in this country, but we do think it will be some time yet before we are able to produce as desirable a plant as is produced in France.

For several years we have procured stocks from several sources in the United States; and generally speaking, we have not found them as satisfactory as the French stocks. We do not get as good a stand of seedlings and not as good stand of buds.

We planted apple from three different sources in the United States this season and also from France. Our French stocks have proven best. The Washington stocks second.

As stated above, we believe it will be several years before this country produces as good stock as French; but, if the growers in this country are required to plant home-grown stocks, everyone will be on an equality and we can see no serious objections.

We are using several thousand American stocks and the growers here should certainly have the co-operation of the planters at this time. Otherwise we will not be able to produce stock needed when the importations are discontinued.

It may be possible that the seedling growers in this country are not getting the co-operation that they should have, but their time will surely come and they should remember the Nurserymen who have helped them along in their preliminary operations.

C. M. HOBBS & SONS



OCTOBER 1927

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### May Be Too Many Ornamentals

Milton, Ore., Oct. 26—We find that business in fruit tree sales is very slack. Very few commercial plantings are being made. The low price of fruit the past few years has been discouraging to the grower.

Nurserymen have anticipated this slump so that there are not many with large surplus stocks, yet there is ample to go round and meet all demands. The demand for ornamentals is good. People are becoming interested in beautifying their homes. Yet this demand may lead to large surplus stocks of ornamentals unless growers use caution and hold down their propagation to the demands of the trade with only a fair surplus.

The past season has not been the best in many ways. Late spring frosts killed back much of the early growth. Early summer was at hand by the time stocks recovered, where they were not entirely killed. Continued extreme temperatures also had a detrimental influence on growing stock. On the whole, even with the handicaps suffered, most of the stock has made up quite satisfactorily.

MILTON NURSERY COMPANY.  
C. D. Hobbs, Secy.

### Nurserymen Using More Seeds

Atlanta, Ga., Oct. 29—The demand for tree seeds of many kinds is growing steadily as more and more Nurseries are taking up the propagation of their lining-out stock from seed.

Unfortunately the supply does not always keep step with the demand and this year there will be a good many shortages due to complete or almost complete crop failures particularly of coniferous trees. Deciduous trees and shrubs as a whole yielded fair crops; but among them, too, are a number of disappointing failures.

It is to the advantage of all planters to place their orders without needless delay.

We have moved our business from the center of the city to 109 Druid Circle, N. E.—about two miles out—where we are comfortably situated, occupying the entire building, and where we are better prepared than ever to serve our patrons.

OTTO KATZENSTEIN & CO.

Briar Hill Nurseries, Briarcliff Manor, N. Y., have been incorporated, \$75,000.

Richard Diener Nursery Co.'s property, Kentville, Cal., has been purchased by C. C. Stephens, Palo Alto, Cal.

Clearwater, Fla., Ornamental Nurseries will improve the causeway parks of that town under a contract providing expenditure of \$3190.43.

## PIONEER PROGRESS IN DEVELOPMENT OF THE HICKORY

### Outlined by Dr. W. C. Deming at Northern Nut Growers Convention

**A**NYONE might be excused for feeling diffident in approaching the subject of instruction in growing nuts, or almost anything else for the fortunate inhabitants of this favored region. It is more a place where one would come to learn than to teach. Before your own eyes are the living proofs of the very things that the N. N. G. A. has been working for so many years. Yet, sometimes, outsiders coming in can see what the insiders, from their very nearness, overlook. I have been asked to tell what can be done here, profitably, with the hickories.

I shall not speak of the pecan hickory because you probably already know more about it than I do, and because there are other members of the association present who may know more about it than either of us do.

Of the other species of hickory only three, at present, need attention, the shagbark, *C. ovata*, the shellbark, *C. laciniosa*, and the hybrids.

The shagbark nuts, gathered from chance grown, natural trees, and already tithed by the squirrels, sell in most grocery stores for 10 to 20 cents a pound. They are a mixed lot mostly small, weather-stained, thick shelled, nutpick varieties. Once in a while some old man, who doesn't feel good for anything else, brings in to particular customers the product of some special tree and gets a special price—if he knows enough. Then think of being able to put on the market large quantities of just such nuts, of the finest hickory nuts you ever saw, white, uniform, large, thinshelled and of the real hickory flavor! Many think that such nuts would command as high prices as do the best pecans. But it has never been done. A strange neglect!

#### STARTING A COMMERCIAL ORCHARD

This association has rescued some of these fine hickories, and trees grafted from them are bearing in a few places. Now what shall we do in order to grow such nuts for market?

What would you do if you wanted to grow an orchard of Albemarle Pippins? You might buy some trees of a Nurseryman and have them turn out to be Ben Davis or Smith's Cider. But you won't have any such trouble with the nut tree Nurserymen. They haven't enough trees to get the varieties mixed. I don't know just how many grafted hickories the nut Nurserymen have, but possibly you couldn't get enough to set out two acres. After you had them set you would probably have a time getting them established. And they would be expensive. It takes time and labor to grow them in the Nurseries. These difficulties could be overcome if there were a demand for the trees. But it is a vicious circle. Small demand, few and expensive trees; few and expensive trees, small demand.

When I try to write about the hickories I sometimes take a pessimistic vein, although at heart I am one of the greatest of the optimists. But perhaps showing up the difficulties to a people of energy and determination is just the way to get them to say, "By gum, we'll do it, anyhow."

#### TOPWORK THE NATIVES

I take it that you have many thriving native hickories of different species. There is no doubt that these can be easily topworked to fine varieties, that the grafts will flourish, and bear at an early age. In the South, orchards of pecans are made by grafting native hickory stocks. A similar thing can be done here with the other hickories by those who have the native stocks. The shagbark appears to be the best all around stock for all the hickories, except perhaps the pecan. There can be little question about the suitability of the bitter-sweet as a stock for its hybrids. Most of the hickories grow well on the bitternut and pecan, although Dr. Morris thinks that as stocks they may push the tops so as to interfere with full bearing. The shellbark

should be good for the shellbark and its hybrids but we know little about its value for other species and varieties. The mockernut, *C. alba*, and the pignut, *C. glabra*, are doubtful stocks except for a very few varieties, as so far tested. But all these doubts should soon be cleared by comprehensive experiments that Mr. Bixby is making.

#### VARIETIES

We know very little about the productiveness of the hickories that we are cultivating. In Mr. Bixby's list of varieties the Weiker is the only one whose productiveness is noticed. This is mentioned as twelve bushels one year. Dr. Morris says West and Taylor bear average crops.

We know little about their soil and climatic requirements. Possibly they will be fickle when moved far from home. A number of topworked hickories have borne at my place but I am unable to say much about the crops or the merits of the nuts. I do know that the squirrels find the Kentucky and others to their liking.

The Weiker, although believed to be a shagbark-shellbark hybrid, may be classed for practical purposes as a shagbark. It is a large, attractive nut of good quality though rather thick shelled. I think it will prove to be one of the best for commercial purposes. The Taylor is favored by Dr. Morris, the Vest by Mr. Bixby, the Kentucky by Mr. Littlepage, the Kirtland by Mr. Jones. The Barnes thrives on mock-

ernut stock and is promising for the shellbark. The Brooks thrives on pignut. Triplett and Manahan are other good nuts.

Of the shellbark I can say very little as only one variety, the Stanley, has been much propagated. This is a fairly good nut. Mr. Snyder has referred to a number of varieties that perhaps he can tell us about.

Of the hybrid hickories more are being propagated in Nurseries than of the pure shagbarks. These are peculiar in appearance and flavor and have not been tried on the market. The remarkable McAlister and Rockville hickans I am told have failed in the South but they appear to have elements of promise farther north. The Laney, Fairbanks, Beaver, Siers and Pleas are all worthy of trial. There are other meritorious hybrids.

To sum up for the hickories, I heartily recommend topworking native hickories with the varieties and on the stocks that I have described.

#### PECAN TREES FOR STOCKS

For those who have no native hickories to topwork I hardly know what to recommend. Perhaps the most promising thing that I can suggest would be to set Nursery pecan trees, which are easily obtainable, and topwork them. This can be done the year they are set or after they are established. Perhaps the former is preferable.

I regret that I cannot be more specific or encouraging. There is much that is still experimental in the hickories.

## Named Walnuts Brought to Bearing In Minnesota

In December, 1920, I wrote for and received J. F. Jones' catalogue of nut trees he then had for sale. That is nearly seven years ago.

I wanted hickory trees then, and I was so green that I was willing to plant nuts to get them. At that time I thought that black walnuts would be a snap to raise, as they were growing wild in the woods; and the hickories ought to be almost as easy to grow, for there were also wild hickories growing near by.

I wasn't quite so sure about the English walnuts nor pecans, but I was willing to tackle them later, which I did after several years of intensive training. After a delightful period of perusing nut tree catalogues, I finally settled upon one dozen black walnuts—Ohio and Thomas—and one dozen Beaver hybrid hickories for spring planting. These seemed to do fairly well the first winter, and so in the fall of 1921, I ordered 100 black walnuts and 35 Beaver hickories for spring delivery. Later I cancelled the hickory order and took three trees instead of 35, because of their behavior in the back yard of my home in St. Paul. It is about the 100 walnut trees that I write. They were planted on my farm in Wisconsin in the spring of 1922, only 35 miles from St. Paul.

It was fortunate that these first hundred walnut and the three hickory trees were by accident put in the best location there was available on the farm. Subsequent plantings proved this beyond a shadow of a doubt. The soil was very deep sandy loam with clay about three feet below the top soil and limestone below the clay. The ground was sloping, being the steepest on the north side. I mention this soil and location, because I have planted about a thousand nut trees since and none have done nearly so well as those first trees, as to growth or bearing.

The loss from winter killing was very great the first year; I lost about half. The holes for planting these trees were dug large and I used raw ground bone meal mixed with soil; also the holes were deeply cupped that the tree would be well supplied with moisture and food. I don't believe that I have more than a dozen of these original trees remaining, and last winter, 1926 I lost some of the largest and best ones of the original and subsequent plantings. The third season after planting, two

trees bore a few nuts, but they did not mature and each year after there were a few walnuts; but I could not find a mature nut among them. This year, in spite of a severe frost June 5th, I gathered six matured nuts. Perhaps you think I wasn't elated! Now I am sure that I can raise Thomas, Ohio, and very likely Stabler and Ten Eyck. The two latter varieties have not borne nuts as yet. And so I say to you readers, "Courage, do not despair; try again; it can be done."

Think of it, some of these trees do not winter-kill in the least, which shows the individual characteristics of the trees. Some winter-kill slightly, but continue to grow well each year; and some die off. The stock undoubtedly has a great deal to do with this, and I think that the good varieties propagated on our native walnut stock will prove harder than when grafted onto the Eastern black walnut stocks.

Now this may not mean much to you until you know that our winters are unusually severe. The temperature falls to 30 degrees below zero and lower, almost every winter; and the air is dry, which is very bad for the trees. We cannot raise peaches nor sweet cherries here; and only certain hardy pears, which have been bred at the University Experiment Farm, can be grown in favorable locations. There are certain varieties of apples that are much too tender for these rigorous winters and I have seen the native butternut, hardy evergreens, many kinds of native forest trees and even hazels suffer badly and die from some of our very severe winters. The climate is most freakish and the worst winters for tree life are those that have mild and very cold periods alternating close upon each other. I have experienced a temperature drop here in St. Paul of 40 degrees in 12 hours, from 20 above zero to 20 below zero in that time.

Remember, that the most important part of planting is to find a right location, and I think from my own experience, that this means a medium sandy soil, well drained, on a north slope, with some wind break to the west and north of the planting. Plant by the dozen until you are thoroughly convinced that these black walnuts can or cannot be grown, but at least plant every year for five years before you give up. Remember that the nut trees are very difficult to transplant and establish even in the most favorable locations.



## LEGISLATION

## Nebraska Inspection Law

A new law provides that all Nursery stock in Nebraska be inspected and that none be removed from any premises until a certificate of inspection covering it has been granted and a copy of the certificate attached. By its provisions it is unlawful in Nebraska to sell or offer for sale un-inspected or uncertified stock or to carry or ship any Nursery stock without a valid certificate attached. Non-resident Nurserymen must file a certified copy of their state certificate with the Nebraska department of agriculture and receive a permit before shipping stock into the State of Nebraska.

Agents selling stock or soliciting orders located within or without the state are required to secure and carry an agent's permit, which is also issued by the department. The certificate fees are from \$10 to \$40. The fee for a dealer's permit is \$10; the fee for an agent's permit is \$1.

## To confer on Quarantines—

Officials of the State Department in Washington, D. C., on Oct. 18 conferred with Dr. C. L. Marlatt, chairman of the Federal Horticultural Board and now Chief of the Bureau of Entomology; W. G. Campbell, director of regulatory work, and Dr. J. R. Mohler, chief of the Bureau of Animal Industry, of the Department of Agriculture. A program of co-operation on certain details of plant, fruit and animal quarantines resulted in an arrangement under which the Department of Agriculture is to keep the State Department informed of any quarantines which the former is planning and the reasons for them, so that the State Department may communicate with the foreign governments interested in advance of any publication of the quarantines. The State Department also has arranged with the Department of Agriculture to have officials meet once a month or oftener to discuss questions relating to quarantines of foreign products.

## British Exports to Canada

The following communication, sent by the Deputy Minister of Agriculture, at Ottawa, to the office of the High Commissioner for Canada in London, is of interest to British Nurserymen who export Nursery stock to Canada.

"Replying to your letter . . . in connection with the export of Nursery Stock, etc., to Canada, I would say that in accordance with the regulations dealing with the importation of plants from countries other than the United States, a certificate of inspection should accompany the shipment. No specific time is stated in the regulations as to when the inspection should be made, but it is understood that the plants should be examined just previous to shipping.

"In reply to inquiries of the nature, we inform the shippers that we have no objection to a few weeks elapsing between the inspection and the time the shipment is made, provided the inspection is carried out during the dormant season of the plants, and there is no danger of the same becoming re-infected by insect pests. If the plants are to be dug during the growing season, inspection should be made just previous to packing.

"We have also suggested to Nurserymen that in order to save time and expense, it would be advisable for them to collect all their Canadian orders together and have them inspected at the one time."

**New Nursery Concerns**—Cascade Nursery Co., O. L. Craton, manager, Hood River, Ore.—Brunswick, Ga., branch of coastal plains Nursery, Blackshear, Ga., H. E. Ratcliffe in charge.—Far West Nursery, Seattle, Wash., incorporated, \$10,000, John K. Hannay and Jules Chaffin.—Selbring, Fla., Ornamental Nursery, incorporated, \$250,000, W. L. McIntosh, C. C. Townes, Dr. H. Nehrling, Carl Ertle.—Ridgecrest Nursery, Starkville, Miss., Roxy Clardy, manager.—Rainbow Nurseries, Pawhuska, Okla., Harry Taylor.—Waukegan, Ill., Nurseries, incorporated, \$1,000,000, David Becher, J. J. May and others.—Chandler Landscape & Floral Co., Edinburg, Tex.—Chalfont Nurseries, Wilmington, Del., Franklin L. Mettler.

## PEONIES

**25% Discount** as long as stock lasts, on orders amounting to \$10.00 or over. Smaller orders at list price.

Strong, healthy, 3 to 5 eye divisions. Strictly first-class plants in every respect.

	10	100		10	100
500 Albatre	\$4.00	\$35.00	150 Mme. Bollet	\$2.50	\$20.00
200 Albert Crousse	5.50	50.00	150 Mme. Calot	2.75	22.50
100 Alfred de Musset	3.50	30.00	300 Mme. Chaumy	3.50	30.00
100 Aurore	7.50	65.00	100 Mme. de Galhau	4.00	35.00
400 Avalanche	4.00	35.00	200 Mme. de Vetry	2.75	22.50
400 Boadicea	2.50	20.00	500 Mme. de Verneville	2.50	20.00
150 Boule de Neige	4.00	35.00	250 Mme. Galle	4.00	35.00
100 Claire Dubois	5.50	50.00	200 Mme. Forel	4.00	35.00
100 Comte de Gomer	4.50	40.00	600 Mme. Geissler	3.50	30.00
300 Couronne d'Or	3.00	25.00	200 Modeste Guerin	4.50	40.00
200 Delachei	4.50	40.00	200 Mons. Dupont	4.00	35.00
500 Delicatissima	2.50	20.00	500 Mons. Jules Elie	4.50	40.00
150 Eugene Bigot	8.50	75.00	100 Octavie Demay	4.00	35.00
300 Eugenie Verdier	6.00	55.00	100 Mons. Martin Cahuzac	20.00	....
300 Festiva	2.50	20.00	350 Princess Beatrice	3.00	25.00
500 Festiva Maxima	2.50	20.00	200 Simonne Chevalier	8.50	75.00
150 General Dodds	5.50	50.00	100 Suzanne Dessert	6.50	55.00
150 Grandiflora	8.00	70.00	100 The Moor	20.00	175.00
100 L'Etincelante	17.50	150.00	35 Therese	40.00	....
100 Marguerite Gerard	5.50	50.00	300 Umbellata Rosa	3.00	25.00

## CLIMBING ROSES—EXTRA LARGE

Grown to stakes, four or more long canes on every plant, carefully trained, 3 to 5 feet long. \$3.00 per 10, \$25.00 per 100, \$225.00 per 1000

## VARIETIES

American Pillar  
Christine Wright  
Dr. Van Fleet

Excelsa  
Gardenia  
Hiawatha

White Dorothy Perkins

Tausendschoen  
Dorothy Perkins  
Veilchenblau

ORDER IMMEDIATELY BEFORE STOCK IS SOLD OUT

## ORNAMENTAL AND SHADE TREES

SILVER MAPLE—Beautiful stock, 6 to 8 and 8 to 10 feet.

ORIENTAL PLANE—Beautifully straight trees with symmetrical, well furnished heads, 6 to 8 and 8 to 10 feet and 1 1/4 to 1 1/2 in. caliper.

LOMBARDY POPLAR—from 6 feet to 2 1/2 inches caliper.

BECHTEL'S CRAB—2 to 3 and 3 to 4 feet.

PRUNUS PISSARDI—from 2 to 5 feet.

## GET THESE

TRADE CATALOGUE and price list.  
List of LINING OUT STOCK.

600 Acres. Completely, modernly equipped

"Everything That Is Good and Hardy"

**COLE NURSERY COMPANY**  
46 Years at PAINESVILLE, OHIO.

## Obituary

Many Nurserymen knew Herbert Winslow Collingwood, or knew of him, editor for a generation of Rural New Yorker, who died Oct. 21st, aged 70 years. His working associate, William W. Higgins, who refers to him as the dean of agricultural editors, the Cheerful Hope Farm Man, says:

Broad in his sympathies and friendships, keen in insight, tireless in work, fearless in defense of right, unsparing in attack on injustice, a lifelong student, a gifted public speaker on occasion, broad-shouldered, and frank in manner, yet largely possessed of the finer instincts of poetry and sentiment. He loved the farm and all things and people growing there.

Probably the thousands who, during the past 45 years, have seen him and read his writings and heard his voice and grasped his hand, will remember him best as the homespun philosopher who "lived in his house by the side of the road and was a friend to man." And this we think is the memory he would have most preferred to leave behind.

The writer of this note knew Mr. Collingwood better than anyone else outside his own family, being for 20 years his working

associate practically every business day we were on the job. There is a special something in the closeness of long and intimate business relationship—with some men—that becomes in essence a tie stronger than that of kin; and this something spurs me to meet the challenge the occasion makes, to carry on Collingwood's work with all the vigor that can be summoned.

**South Texas Nurserymen**—Members of the South Texas Nurserymen's Association held their October meeting on the 8th at the grounds of Griffing Nurseries, Beaumont. Thirty were present. Much interest was shown in the landscape school at the Griffing place. Addresses were made by President R. H. Bushway, B. H. Clark, Messrs. Griffing, Aral and others. The November meeting was scheduled for the 12th at the plant of Japanese Nursery Co., Geneva.

**Portland Nursery Club**—Avery H. Steinmetz is president; John Nickelson, vice-president; and Andrew Sherwood, Jr., secretary-treasurer of this lively organization which is holding frequent meetings.

J. C. Cummins, receiver for Wagner Park Nursery Co., Sidney, O., announces that claims must be filed by Dec. 1st.

Perfection Nurseries, Foley, Ala., have recently enlarged greenhouse facilities.

# AMERICAN FRUITS

[Reg. U. S. Pat. Off.]

The army of transient fruit pickers which each year invade the section around Troy for the apple harvest, says the Kansas Chief, Troy, Kan., includes college men who during their vacations take this opportunity to earn a portion of their school expenses, to get out into the open air to study at first hand the other side of life. The fruit picking brigade is composed of men from many walks of life from the professional and office man seeking health to the itinerant laborer who knows no home and who follows the fruit harvest up from the south and back again just as do men of the wheat harvest. The railroad yards and the vicinity of Hayton's pond south of the Rock Island depot during the picking season at night take on the appearance of an army bivouac with their many gleaming camp fires. The pickers begin to assemble several weeks before the harvest is due. Temporary camps are established and big cooking kettles hung over the fires. Then each of the wanderers contributes a dime or whatever he may have to the mulliga tawney which is the chief and almost constant article of diet of the drifters. The kettles continue to simmer and stew until the harvest is over and the pickers move on again.

## Apple Variety Test

Replies to a questionnaire to housewives which was distributed widely in Providence, R. I., indicate that half of the apples are eaten raw and the remainder used for cooking. The individual preferences for eating apples were much more diverse than in case of cooking apples, which were centered largely on Baldwins and Rhode Island Greenings. Half of the housewives reported that they could store a bushel of apples.

As a result of a December test of the com-

parative merits of twenty-four different local varieties of apples, the following received prominent mention for different purposes:

For sauce—Peck Pleasant, Baldwin, McIntosh, R. I. Greening, N. W. Greening, Sutton.

As baked apples—Yellow Belleflower, Northern Spy, Winter Banana, R. I. Greening, Baldwin, King.

For pies—Westfield, Winter Banana, R. I. Greening, McIntosh, Yellow Belleflower, Roxbury Russett.

For eating raw—McIntosh, Northern Spy, Delicious, Hubbardston, Winesap, R. I. Greening.

## Peach Cottony Scale

Methods for controlling the cottony scale on peach trees, a pest that troubled fruit growers in many parts of New York State the past season, are given in a recent publication put out by the experiment station in Geneva, and now available free of charge to any one interested. A brief description of the insect and the nature of the injury it inflicts on peach trees is included in the account.

"The peach cottony scale has become a very destructive pest in peach orchards in Western New York during the past two years," says the Station entomologists. It is most conspicuous in plantings in Wayne, Monroe, Orleans, and Niagara Counties that lie within a range of five to seven miles of the shore of Lake Ontario.

"To no class of sprays has this insect proved so susceptible as oil mixtures, and these are therefore recommended for the treatment of orchards where experience has demonstrated that the usual lime-sulphur spray is not giving efficient protection.

"There is reason for believing that the cottony scale will not prove to be a permanent pest of primary importance. Hence, the use of oil sprays should be regarded as an emergency measure with a return to lime-sulphur as soon as it is evident that the insect is no longer a menace to the peach industry."

## TRANSPORTATION

Do you know that it costs \$78.00 more to ship a car of peaches from the Centralia District to Macon, Georgia, than it does to ship a car from Macon, Georgia, to Chicago? Do you know that the minimum weight for shipment to some points south of the Ohio River is 24,000 pounds per car? These are samples of numerous discrepancies which should be ironed out in the transportation of horticultural products from Illinois points. Our Special Freight Rate Committee has made a good start along this line. In a conference with the General Freight Agent of the Illinois Central Railroad, the agent showed a very sympathetic spirit and promised to bring several rates before the railroad freight rate committee for adjustment. He advises also that he has requested an amendment to the tariff, making it uniform in the matter of minimum weights.—Ill. Hort. Soc. Bulletin.

State Flower Nursery, Bothell, Wash., is specializing strongly in azaleas and rhododendrons.

M. H. Gaar, proprietor of the Gaar Nurseries, Cambridge City, Ind., a former member of the A. A. N., died recently at his home. Mr. Gaar was a veteran of the southern forces of the Civil War.

The Home Nursery, Edwardsville, Ill., has erected a greenhouse.

## MRS. WILLIAM PITKIN

Helen Chase Pitkin, wife of William Pitkin, president of Chase Brothers Co., Rochester, N. Y., died Nov. 11th at her home in Westminster Road, Rochester, N. Y. She leaves, besides her husband, a son, William Pitkin, Jr., Cleveland, O.; two daughters, Mrs. Gilbert T. Amsden, Rochester, N. Y. and Mrs. Fielder Coffin, New York City.

## NEW GRAPE CHAMPAGNE

"New Grape Champagne" Bring California to your door. A grape as good and some say better than the famous "Muscatel" of California. Large, luscious fruit of a flavor all its own. The more you eat, the more you want. The plants are laden down with beautiful coppery red clusters, ripening the latter part of August. The berries are the size of a five-cent piece. Twenty to forty feet of vine being common in one season. Hardy as iron. Our ten years of experience has proven this. Do not fail to list this variety in your new catalog. Strong two-year No. 1, \$3.00 per 10; \$25 per 100; \$200 per 1000; \$150 per 1000 in ten thousand lots. One year at one-half the above prices. Stock limited. Order at once.

## Shady Lawn Nurseries

Hugo Kind, Prop. Hammonton, N. J.

## Chief Exponent of the American Nursery Trade

## The American Nurseryman

National Journal of Commercial Horticulture

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"You are issuing a splendid Journal, covering the news of the trade from coast to coast." Former President E. S. Welch, American Association of Nurserymen.

Edited by Ralph T. Olcott, founder of American Nursery Trade Journalism. "The dean of Nursery Trade Journalists, who, since June, 1893—a quarter of a century—has boosted all the time for the interests of all nurserymen."—Former President John Watson, American Association of Nurserymen.

ONE CAN only act in the light of present knowledge. Until you know of the existence of such a Nursery Trade Journal as the AMERICAN NURSERYMAN you must act with such knowledge as you have.

It is for this reason that we are glad to acquaint you with this publication. It speaks for itself; but if you would have corroborative proof, ask any prominent Nurseryman.

Calls for back numbers come in almost every mail. Many cannot be supplied, as editions have been exhausted. The only safe way is to see that your subscription is paid for in advance.

"A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."—H. Dumont, Chicago, Ill., in Printer's Ink.



### Frost Terms Defined

Frosts are of agricultural significance only when they occur at the time of year when vegetation is active. During the winter months they are of little significance, except in limited areas in the South and Southwest; during the summer, except in some more elevated and northern areas, they do not occur. The last frost in the spring and the first in the fall are especially noted by observers of the Weather Bureau of the United States Department of Agriculture. Three distinctive frost types, based on degrees of severity, are recognized, namely, "light," "heavy," and "killing." A frost that has no destructive effect, although tender plants and vines in exposed places may be injured, is recorded as "light." The term "heavy frost" describes a condition that is in itself more severe than a light frost—the deposit of frost is heavier and the temperature falls to a lower point, although the staple products of a locality are not seriously injured. The term "killing frost" is used to define a frost or temperature condition of sufficient severity to be generally destructive to the staple products of the locality. The distinction between "heavy" and "killing" frost, therefore, refers more to the effect of the frost than to the amount of deposit. A low-temperature condition, with destruction to vegetation, may occur without an actual deposit of frost, because of cloudiness or some other cause. Such an occurrence is considered equivalent to a "killing frost" because of its effect on vegetation, and is usually called a "black frost."

### Rice Nurseries, Inc.

A new Nursery company under the firm name of The Rice Nurseries, Inc., has been organized under the laws of New York State to transact a general Nursery business with offices in the Schnirel Bldg., Geneva, N. Y. The new company will do principally a wholesale business among the Nurserymen, florists and dealers.

The officers of the company are John P. Rice, president and John T. Rice, secretary and treasurer. These men will devote all of their time and attention to the new business.

The company is thoroughly equipped with modern storage facilities and is in a position to handle efficiently a considerable volume of business.

John P. Rice, formerly president of Rice Brothers Co., Geneva, N. Y., who heads the new organization, has had a wide experience of many years in the Nursery business, and enjoys a considerable reputation in the trade. His many Nurserymen friends will be glad to see him again in a position to be of service to them.

### Conard-Pyle Company Expands

The Conard-Pyle Company, West Grove, Pa., has recently announced the purchase of two farm properties extending along the main Baltimore to Philadelphia highway at Jennersville, two miles west of West Grove, a total tract of 77 acres, adjoining which has been purchased by Robert Pyle, president of the Company, a farm of 74 acres.

It is the intention of the company to use this new land for the production of its rapidly growing business. This firm is just completing a modern storage rose cellar of double thickness tile with King ventilating system, 50'x150' to which is attached a 3-story packing shed, 20'x50', an extension of the packing department.

The company is at the same time increasing its capitalization by the issue of \$75,000 additional common and preferred stock.

Except for the additions to the staff of executives there is no change in management, which has been under the present administration since 1907.

President Meriwether of the California Nurserymen's Association last month was the principal speaker at the Monticello, Cal., Flower Show.

Steele's Shrewsbury Nurseries, Eatontown, N. J., offer a silver cup to be held by the three-times winner at a local horticultural show.

Say you saw it in "American Nurseryman"

## The Preferred Stock



### Get Your Preferred Stock Now!

"There are some nurserymen who have good storage facilities that don't make the most of 'em," said Perk the other day. "The wise 'uns will buy their Preferred Stock this fall, store it and will be all set for spring without running the danger of incomplete assortments when the planting season comes around."

Perk's right! And we've got some great stock ready for shipment. After a good growing summer it has been ripening up in fine style, and we've had the biggest fall season in our history.

Our advance bulletin will be ready about December 1st. Watch for it.

Sincerely yours,

Jack

**Jackson & Perkins Company**  
Wholesale Only  
Newark, New York.

## High Quality Stock Guaranteed to Please You

Let us quote on your needs in Apple, Peach, Plum, Grapes, Horse Radish, Washington Asparagus, California and Amoor River Privets, Budded Lilacs, Weigela Rosea, etc.

**Neosho Tree Digger**—The Neosho Tree Digger, a sturdy, dependable machine at a price you will like, now giving satisfaction to many nurserymen large and small. Send for description and prices.

*"Yours for Growing Satisfaction"*

**NEOSHO NURSERIES CO.**  
NEOSHO, MISSOURI

# AMERICAN NURSERYMAN

American Nursery Trade Bulletin



CHIEF EXPONENT OF THE  
AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

Published Semi-Monthly by  
AMERICAN FRUITS PUBLISHING CO., INC.  
39 State Street, Rochester, N. Y.

RALPH T. OLCOTT, Pres. and Treas.  
Phones—Main 5735. Glenwood 766  
Chief International Publication of the Kind

## SUBSCRIPTION RATES

One Year, in advance - - - - \$2.50  
To Foreign Countries and Canada - 3.00  
Single Copies - - - - - .30

## ADVERTISING RATE, Per Inch.....\$2.50

Advertisements should reach this office by the 8th and 25th of the month previous to the date of publication.

If proof of advertisement is desired, time should be allowed for round trip transmission.

ROCHESTER, N. Y., NOVEMBER 15, 1927

## FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1892, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammelled lines.

"The dean of Nursery Trade Journalism."—John Watson.

## IMPORTANCE OF THE TRADE PRESS

In a recent address to men connected with the press, President Coolidge said:

"Whatever has to do with the collection and transmission of information to the public is of the highest importance. It is gratifying to know that this great service to America is in the hands of men of ability and patriotism.

"There is a universal desire to serve the public in this capacity, not only interestingly, but candidly and helpfully. The fundamental institutions of our government scarcely ever fail to receive cordial support. The moral standards of society are strengthened and the intellectual vigor of the nation is increased and quickened by your constant efforts.

"The press is also an important factor in the commercial and industrial development of our country. It carries an amount of scientific information which stimulates both the production and consumption of all kinds of commodities.

"This service is always on the constructive side of affairs, encouraging men to think better, to do better and to live better. Reaching through it all, there is every assurance that today is better than yesterday, that tomorrow will be a better day than today, and that faith is justified."

The "American Nurseryman" is highly indorsed individually and collectively by the American Association of Nurserymen and by more than a score of district and state trade associations in the United States and Canada.

## The Mirror of the Trade

### WHY?

It would be a rather broad interpretation, perhaps, to maintain that some of the slogans that have crept into the trade are in violation of the slogan of the Advertising Clubs of the World, "Truth in Advertising."

We refer to the following appearing in the printed matter in use by some Nursery concerns:

1—It's Not a Farm Home Without Fruit.

2—It's not a Home 'till it's Planted.

There is no intention on the part of the users, of course, to state an untruth. But if the reader will pause to consider, he will see that neither of those slogans is true.

A farm residence may be a model home without fruit trees on the property; for certainly the implication is that the words "trees" and "plants" are understood as being covered by the word "fruit". Oranges, bananas, apples, peaches, etc., are at some time in every home. A Nursery slogan must have reference to trees and plants; and while these add greatly to the enjoyment and often to the profit of a farm home, it cannot truthfully be said that there cannot be a real home without them. The farm home of a family of means sufficient to provide not only the necessities but the full complement of luxuries—indeed everything that the moneyed men of a great city enjoy—may include an ample store of fresh fruits and be all that a home should be without an orchard or a berry plot.

The first slogan quoted above, as in use by Nurserymen, directly states that it cannot.

Similarly the second slogan quoted above is not true; for a home in the best sense is where there is perfect peace and harmony with a liberal supply of comforts and at least some luxuries, whether the property is "planted" or not. Planting adds much, to be sure, to the pride and enjoyment of the owner; but it is not true that the lack of it prevents the residence from being a home.

The objection to the slogans quoted is that they are negative. The owner of a farm home who is at perfect peace with the world and in full enjoyment of his home naturally rebels against the declaration of the slogan that what he positively knows is a farm home (entirely satisfactory to him who prefers to buy his fruit as it is needed) is not a home because he has not chosen to grow his own fruit!

It is the same with the owner of a highly enjoyable home property which may be sodded by nature but which is not "planted".

The slogans under discussion have the appearance of an attempt to provide a catch phrase in the hope of awakening action. But the slogan maker is on thin ice when he abruptly challenges the intelligence, the initiative and the personal choice of a home maker. Much better would it be if he should suggest—rather than assert that which may offend. None of us likes to be told that

what has been accomplished by long effort is a failure, when it is highly satisfactory to the persons directly and solely concerned.

That admirable slogan Trustworthy Trees and Plants which was junked by the American Association of Nurserymen has it all over the slogans we have dissected, in that it dignifiedly suggests all that is in either of the others—and without offense, because it avoids criticism of the property owner's personal achievement. It is positive, rather than negative.

Equally admirable, and for the same reasons, is that model slogan, also for the most part ignored by the American Association of Nurserymen:

### Plan to Plant Another Tree

This slogan implies that the property owner has intelligence, that at some time he may have planted something and derived pleasure therefrom. It comprises all that is sought to be conveyed by the objectionable slogans. And it is positive, rather than negative.

Moral: Why use a repellent when an attractant is available?

### THE NURSERYMAN'S STATUS

I Think it is better for us all if we can believe that behind the clouds the sun is shining. In the Nursery business there are many times when this attitude of mind is particularly needful. Our success as retail Nurserymen is dependent very largely upon our ability as salesmen. The good salesman must know how to inspire the customer with hope so that in imagination he may taste the fruits and look forward to the beauty of flowers and shrubs growing about his home.

Cheerfulness is power. Lots of folks are saying kind words to the farmers. Take all those words as compliments to yourselves, for you are the highest type of agriculturists. You do more labor and produce greater values on an acre of ground than any other tiller of the soil.—Jim Parker, Tecumseh, Okla.

On the principle advanced by Henry Ford that it is good advertising to have his motor cars mentioned, even in derision, it will be seen in an industry for which publicity is sought that mention of the product in any way holds the attention of the vacillating public for a few seconds.

For instance: A writer in Life in its November 10th issue, describing the efforts of an ad writer to make good with his copy chief through employment of sex appeal, writes: "She was one of the most attractive girls on the block. Yet she had no boy friends. She was pretty, but the other girls went to the movies. She could grow pecans and make 100% profit in three months. But the boys failed to come around. Now if she had on her front door one of these time-resisting Pogor door-knobs her boy friends would have been attracted. Remember, folks, it's scarcely a home if it hasn't a door knob."

It is plain to be seen that the writer in Life has at some time paused to reflect upon the wonder created by the advertiser of a five-acre pecan grove unit; and again has had his attention fixed on the Nurseryman's slogan: "It's Not a Home 'till it's Planted!"



# CALIFORNIA ASSOCIATION OF NURSERYMEN

Helen W. King, Los Angeles

One of the most successful conventions ever held by the California Association of Nurserymen was held in San Jose, October 13, 14, and 15, at the fine new Hotel Sainte Claire. Perhaps the keynote of the entire meeting could be termed the spirit of co-operation. This was manifested in many ways, but no more strikingly than in the attitude of the Nurserymen toward the State Department of Agriculture and vice versa. In the past there has been much friction over the subject of quarantine measures; but a basis of real understanding has been reached between the two elements and the entire industry, as well as the individuals, are benefitting thereby. A paper was read by L. R. Cody, the local county horticultural commissioner, in which he praised the Nurserymen of his district for the manner in which they had worked with him in every way. Representatives from the Nurserymen of the district replied with appreciation of the work done by Mr. Cody. The same spirit was reflected in the talks by Everett Smith and W. L. Jacobson, of the State Department, and by T. D. Chenoweth and others who spoke on the subject of pest control, representing the state's and the Nurserymen's viewpoints, respectively.

Valuable papers were read and there was much constructive discussion from the floor dealing with a wide range of subjects of particular interest to Nurserymen in California. A banquet followed the first day's program, and the latter part of the second day was given to a trip to the various Nursery establishments within the vicinity of San Jose. Saturday was given over to entertainment features, a real old-time California barbecue being the feature of the day.

New officers were elected at the afternoon session of the first day, W. D. Clarke, of San Jose, and T. D. Chenoweth, of Beverly Hills, being elected President and first vice president, by unanimous vote.

Four vice presidents were elected, as follows: George C. Roeding, Jr., of Niles; J. A. Armstrong, of Ontario; M. R. Jackson, of Fresno; H. A. Hyde of Watsonville. The new board of directors is as follows: J. D. Meriwether of San Fernando, Chairman; Albert Morse, of San Fernando; A. W. Jannuch, of Pasadena; George C. Roeding, Jr., of Niles; and R. D. Hartman of San Jose.

The secretary and treasurer are appointed by the board of directors, they being Helen W. King, secretary and A. W. Jannuch, treasurer.

Much discussion of the need for publicity for the organization and for the industry as a whole was part of the convention program. It is the object of the association to make the organization stand for something dependable and active in the minds of the trade as well as the buying public. Members of this association subscribe to a code of ethics which should insure fair dealing, clean stock, and the highest quality, to those doing business with the members. The organization is going to reach out beyond the benefit to the private individual. It is going to do everything in its power to build up the Nursery business in California, to put its power into everything that will make for substantial development of horticultural interests.

One of the matters to receive the utmost attention at present is that of getting the delegates to the national convention, to be held in Denver next June, interested in coming to the Pacific Coast so that they may see for themselves what is being grown in the Pacific Coast region, and how it is being grown. With the co-operation of other groups, such as the local chambers of commerce, the association expects to make the inducements so great that the delegates who get that near to the coast will be unable to resist the opportunity to come a little farther.

## Next A. A. N. Convention City

Denver has the western spirit of hospitality, the open gate and extended hand that inspires the visitor to enjoy the manifold attractions of every kind. The scenery and surroundings differ from those of any other city in the world. Its climate and all of the things which are conducive to the happiness of the visitor every year are becoming better known to Americans.

The word WELCOME set in large letters in an artistic "Welcome Arch" erected by the City of Denver at the foot of Seventeenth Street, greets the visitor to Denver as he comes from the commodious Union Station. It will welcome the delegates to the convention of the American Association of Nurserymen to be held in Denver next June.

Towers and domes of Denver's business district, flanked by beautiful residences, are outlined against the snow-capped Rockies, in the near distance. The Colorado State Capitol, situated on a terraced prominence, has a gold-encrusted dome of gold leaf rolled from the yellow metal taken from the mines in Colorado. The Colorado State Museum, across the street, contains relics of Indian Cliff Dwellers from their ruins in Mesa Verde National Park, in South western Colorado.

From Cheesman Park, the highest point, or the Capitol, one of the steps of which is marked "One mile above sea level," the Rocky Mountains may be seen for a distance of 150 miles, from Pikes Peak to Longs Peak, in Rocky Mountain National Park, and on into Wyoming. There is a splendid view, embracing eighteen peaks in the Continental Divide, from the Daniels & Fisher Tower. This 330-foot tower, a commercial adaptation of the Campanile in Venice, is one of the most striking pieces of architecture in the West. Fitzsimons U. S. General Hospital is ideally situated.

Denver shows every courtesy to convention delegates. The City of Denver, railroads and the business interests, through the Chamber of Commerce, maintain two free information bureaus—an uptown office of the Denver Tourist Bureau, at 505 Seventeenth Street, and the Union Station Branch. Hotels and rooming houses are listed. Travelers arriving at any hour of the day or night are directed from the Union Station Branch to hotels through impartial system based altogether on their preferences and expressed needs. Colorado literature is distributed free. Mail inquiries will be welcomed at 505 Seventeenth Street, Denver.

Active glaciers, sand dunes, boiling springs, snow banks, and ski slides that offer winter sports in summer—these are typical recreational delights. Seemingly, it's all in Colorado.

James L. Porter, Kansas City, Mo., has sold his tract on Prospect Avenue and is establishing his business in a new location of 566 feet frontage on 47th street.

# Nursery Trade Bulletin

**Annual Meeting New York Association—**Annual meeting of the New York State Nurserymen's Association will be held Jan. 11-12, 1928, in the Seneca Hotel, Rochester, N. Y.

**Grows Own Understocks—**The Conard-Pyle Co., West Grove, Pa., rose growers, produces its own understocks and therefore is not dependent upon California or French growers.

**Nursery Files Million Dollar Claim—**Warner's Nursery, New Orleans, La., has filed with the reparations commission a claim for damages to the amount of \$1,085,000 for loss of greenhouses and plants by the 1927 spring floods.

**Apparatus For Fumigation—**Vacuum fumigation of narcissus bulbs, as required for interstate shipment of bulbs found to be infested with the narcissus bulb fly or the lesser bulb fly, is possible only when proper equipment is available. The fumigant used is carbon disulphide which is explosive and a dangerous chemical at high temperature. Department of Agriculture scientists co-operated to develop an apparatus to vaporize the chemical rapidly and yet safely and without a vacuum. The apparatus evolved is illustrated and described in Departmental Circular No. 7-C.

**California Nurserymen—**The State Department of Agriculture has licensed 1629 Nurserymen in California this year. It reports that over 4000 acres of land in this state are devoted to the production of Nursery stock, and this acreage produces nearly \$3,000,000 worth of stock annually. Of this land, 1704 acres are given over to the propagation of ornamentals: 888 acres to deciduous, 344 to citrus, 497 to bulbs and 600 to miscellaneous. Fully 75 per cent of the California Nurserymen are growers, and 600 of them live in Los Angeles county.

**Syracuse, N. Y. Needs Nursery—**Syracuse needs a city Nursery where it can grow trees for its parks and streets and rose bushes for its rose gardens, said Frank M. Westcott, commissioner of parks, following letting of a contract to the F. & F. Nurseries, Springfield, N. J., for furnishing Norway maple trees at \$4.25 each and pin oak trees at \$3.25 each. The 200 trees needed will cost \$740. The city pays much money to buy and set trees, and many of them die. Most of the money can be saved, Mr. Westcott said, if the city will have its own Nursery. A great mistake was made, Mr. Westcott said, when the city sold the Court street nursery 10 years ago.

**Agriculture Showing Marked Improvement—**Marked improvement in the farm situation as compared with this time a year ago is reported by the Bureau of Agricultural Economics, United States Department of Agriculture, in its November 1 report. "Conditions in general," says the report, "are rather reversed from last year. The cotton belt, the northern wheat belt, the cattle states, the northwestern apple districts are all in better shape. Some sections like the eastern corn belt and certain potato areas are perhaps not in as good shape, but the general balance as between the major lines of production is better than last year. There are no conspicuous surpluses nor shortages. Crop production per capita of population is next to the smallest in 33 years."

**A Washington, D. C. rumor is to the effect that the secretary of agriculture, William M. Jardine, may resign to become head of the Florida citrus industry.**

**The services of a landscape gardener have been secured to lay out for Chardon, O., one of the handsomest parks in point of shrubbery and artistic arrangement in the state.**

**The Meadow Brook Nurseries, Inc., Englewood, N. J., has appointed Charles W. Hoyt Company, Inc., to direct advertising.**

**Riverside Gardens, Homer, N. Y., have a new greenhouse.**



## ULMUS PUMILA

Five and one-half years after planting a 6 foot whip. The hardy, rapid growing, alkali resistant, dry land elm, highly recommended by U. S. Department of Agriculture for street or farm planting.

**WASHINGTON NURSERY CO.**  
TOPPENISH, WASH.

### AMERICAN ROSE SOCIETY

Robert Pyle, West Grove, Pa., Secy.

The application below has been approved by the registration committee of the American Rose Society, and notice having been sent to the foreign rose societies is proposed for registration as follows:

Name—Yellow Radiance; Registered by The Conard-Pyle Company, West Grove, Pa.

Yellow Radiance is a yellow Hybrid Tea; sport of Mrs. Chas. Bell. Its habit of growth and foliage is the same as its parent, having fuller petalage. This rose is similar to Radiance.

If no objections are raised to the undersigned within six weeks after the publication of this notice, the registration of the above the rose will become permanent.

Nov. 4, 1927. Robert Pyle, Secretary.

Alexander W. Montgomery, Jr., of Hadley, Mass., Rose Greenhouses, a prominent rose hybridizer, died Oct. 22nd, aged 52 years.

H. W. Dent, of Seattle, Wash., has purchased 14 acres near Monroe, Wash., for a Nursery for evergreens and rare shrubs.

A building to contain an office, a sales-room and an apartment is being erected at Liberty Heights, Westminster, Md., for J. E. Stoner, proprietor of the Westminster Nursery.

### Strong Red Oak Seedlings, 1 yr.

	100	1000
4-6" .....	\$3.00	\$20.00
6-12" .....	3.50	25.00
German Iris, Honorabilis, 1 yr. ....	4.00	20.00
German Iris, Mixed .....	4.00	20.00

**RUSSELL S. BRAY**

80 Bedford St.

LEXINGTON, MASS.

### Cortland Apple Satisfactory

The Cortland apple, a product of the fruit breeders at the experiment station in Geneva, N. Y., is being grown by many fruit growers in New York State who have set out the new variety to supplement their McIntosh plantings. Reports from many sources received at the experiment station show that Cortland is being well received by the trade because of its high quality and ability to keep well, and is popular with the fruit growers because it prolongs the season by one to two months for McIntosh-like apples.

Derived from a cross between Ben Davis and McIntosh, Cortland displays all of the excellent qualities of flesh that have made the McIntosh one of the most profitable varieties in the East. Cortland also derives from the cross the ability to hang to the tree much better than does McIntosh—a valuable asset from the standpoint of the fruit grower.

As in the case of all the new varieties of fruit originated by the horticulturists of this station, planting stocks of the Cortland apple may be purchased at about cost of production from the New York State Fruit Testing Association with headquarters at Geneva. This organization undertakes to distribute the new fruit varieties to interested persons for trial under varied soil and climatic conditions so long as the stocks last.

AMERICAN NURSERYMAN, Chief Exponent, twice a month \$2.50 per year. Three years, \$6. Canada, abroad, 50c extra per year.

### PIN OAK SEEDLINGS

I will have Pin Oak Seedlings in grades 12 to 18 and 18 to 24 inches.

Send me your orders early.

**ARTHUR L. NORTON**  
NURSERYMAN. CLARKSVILLE, MO.

## CHINESE ELM

(Ulmus Pumila)

We are headquarters for this remarkable tree—that has created a brisk demand.

### 100,000 Seedlings

in the following sizes

9/12"-12/18"-18/24"-2/3'-3/4'

**The Northwest Nursery Co.**

Valley City,

N. Dak.

## CHINESE ELMS

85,000 Fine trees up to 3 inch in diameter. Send for trade list. Special prices in car lots. Also 400,000 Evergreens in all sizes. Other shade trees and shrubs.

**Baker Bros. Nursery**

Ft. Worth, Texas

Last Call PEONIES—IRIS Last Call  
Humei and other named varieties, 2-5 eye divisions, my selection, \$60 per M. Mixed kinds, while they last, \$50 per M. Iris named, \$20 per M; mixed, \$10 per M. Corn. Purple and White Lilacs, 18-24", \$10 per 100; 2-3', \$15 per 100. Hardy Mums, pink, \$5 per 100. Hemerocallis, \$10 per M.  
W. L. LUX & SON, R.R. 7, Topeka, Kans.

## We Will Mail TRADE CIRCULARS PRINTED MATTER

Addressed to  
"AMERICAN NURSERYMAN" LISTS

Your Mailing Problem Solved

The AMERICAN NURSERYMAN mailing lists are declared to be the most accurate in existence—the result of years of compilation and hourly revision to keep them up to date. Directory lists are necessarily incomplete and out of date. They are postage-killers.

### A SUPERIOR DIRECTORY SERVICE

Send us your Trade Circulars, Price Lists, Bulletins, etc., for mailing out to our comprehensive lists of Nurserymen of U. S. and Canada, in any lots from 1,000 to 5291 in certain states or sections if desired, at following rates:

	Per M
Lists rental .....	\$4.00
Addressing .....	3.50
Folding per fold .....	.75
Stamping .....	1.00
Mailing .....	2.00

\$11.25

Matter may be sent to us folded; Government stamped envelopes may be used; thus eliminating folding and stamping costs at this end.

Exclusive, Comprehensive Lists. Time-Saving. Your Mailing Problem Solved.

**AMERICAN FRUITS PUB'G. CO.**  
P. O. Box 124 Rochester, N. Y.

When writing to advertisers just mention American Nurseryman.



# Andrews LATHAM Raspberry

MOSAIC-FREE STOCK—RELIABLE

Americana Plum Stocks - Prunus Triloba - Ginnala Maple - New Minnesota Plums  
ANDREWS NURSERY COMPANY, FARIBAULT, MINNESOTA

## TRADE ASSOCIATIONS

American Association of Nurserymen—Charles Sizemore, secy., Louisiana, Mo.: 1928 Convention, Denver, Colo., June 20-22.  
Alabama Nurserymen's Association—Dr. F. T. Nye, Secy., Irvington.  
Arkansas Nurserymen's Ass'n.—J. E. Britt, Secy., Bentonville.  
California Assn. of Nurserymen—Mrs. H. W. King, Sec'y., 487 Chamber Commerce Bldg., Los Angeles, Cal.  
Connecticut Nurserymen's Association—A. E. St. John, Sec'y., Manchester, Jan. 1928, Hotel Bond, Hartford.  
Eastern Canada Nurserymen's Association—Chas. K. Baillie, Secy., Box 158, Welland, Ontario.  
Eastern Nurserymen's Association—Fred Worsinger, Sec'y., Tacony, Pa.  
Fruit and Flower Club of Western New York—Fred M. O'Brien, Sec'y., Geneva.  
Illinois Nurserymen's Association—N. E. Averill, secy., Dundee, Ill., Jan. 19-20, 1928, Hotel Sherman, Chicago.  
Iowa Nurserymen's Association—R. S. Herrick, secy., State House, Des Moines, Ia. Dec. 7-8, Savery Hotel, Des Moines, Ia.  
Kansas Nurserymen's Association—James N. Farley, Sec'y., Topeka, Dec. 8-9, 1927.  
Kentucky Nurserymen's Association—Alvin Kidwell, Sec'y., St. Matthews.  
Massachusetts Nurserymen's Association—Winthrop H. Thurlow, secy., West Newbury.  
Michigan Association of Nurserymen—C. A. Krill, secy., Kalamazoo.  
Minnesota Nurserymen's Association—W. T. Cowperthwaite, Sec'y., 20 W. Fifth St., St. Paul.  
Missouri Nurserymen's Association—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo.  
Nebraska Nurserymen's Association—Ernst Herminghaus, Sec'y., Lincoln, 1st week Jan. 1928, Lincoln.  
New England Nurserymen's Association—W. N. Craig, Sec'y., Weymouth, Mass.  
New Jersey Association of Nurserymen—John Marselle, secy., Wyckoff, N. J.  
New York Nurserymen's Association—Charles J. Maloy, Sec'y., Rochester, N. Y.; Jan. 11-12, Hotel Seneca, Rochester, N. Y.  
Northern Retail Nurserymen's Association—C. H. Andrews, secy., Faribault, Minn., Dec. 13-15, Minneapolis.  
Ohio Nurserymen's Association—Howard N. Scarff, sec'y., New Carlisle, O.  
Oklahoma Nurserymen's Association—W. E. Rey, sec'y., Oklahoma City.  
Pacific Coast Association of Nurserymen—C. A. Tonneson, secy., Burton, Wash. 1928 convention, Seattle, Wash.  
Pennsylvania Association of Nurserymen—Floyd S. Platt, secy., Morrisville, Pa.  
Rocky Mountain Nurserymen's Assn.—S. W. Marshall, Sec'y., 3045 W. 36th Ave., Denver, Colo.  
Rhode Island Nurserymen's Association—H. H. DeWildt, secy., 521 Elmwood Ave., Providence, R. I.  
Rio Grande Valley Nurserymen's Assn.—H. L. Bonnycastle, secy., Mercedes, Tex.  
South Dakota State Nurserymen's Association—J. B. Taylor, sec'y., Ipswich.  
Southeastern Nurserymen's Ass'n.—Otto Buseck, Sec'y., Asheville, N. C.  
Southeastern Pecan Nurserymen's Ass'n.—F. A. Mahan, Pres., Monticello, Fla.  
Southern Alabama Nurserymen's Ass'n.—W. H. Pollock, Sec'y., Irvington.  
Southern Nurserymen's Association—W. C. Daniels, Sec'y., Pomona, N. C.  
South Texas Nurserymen's Assn.—W. R. McDaniel, Sec'y., Alvin, Tex.  
Southwestern Nurserymen's Association—Thomas B. Foster, Sec'y., Denton, Tex.  
Tennessee Nurserymen's Association—Prof. G. M. Bentley, secy., Knoxville, Tenn.  
Western Association of Nurserymen—George W. Holsinger, secy., Rosedale, Kan.  
Western Canada Nurserymen's Association—T. A. Torgeson, Sec'y., Estevan, Sask.

## LABELS FOR NURSERYMEN THE BENJAMIN CHASE CO., DERRY, N. H.

## THE ROSE FARM

Incorporated  
White Plains, New York

High quality, field  
grown, budded ROSES

## BOXWOOD

Young's Boxwood and  
Evergreens

FOR LINING OUT

My service and stock will please you.

Write for Wholesale Trade List

ROBERT C. YOUNG

Wholesale Nurseryman

GREENSBORO NORTH CAROLINA

## Broadleaf and Coniferous EVERGREENS

English Laurel, Japanese Ligustrum, Gardenias, Aucuba Japonica, Biota, Retinosporus, Thuya.

Price list on request.

## Audubon Nursery

H. VERZAAL, General Manager

Wilmington, N. C. P. O. Box 275

## Monticello Nursery Co. MONTICELLO, FLORIDA

Established in 1903

Owners of the \$5,000 Mahan Pecan Tree purchased at Kosciusko, Miss. Twice winners of the World-wide contest for the best quality pecan in the World. Only takes 33 nuts to the pound.

Over 300 acres in Nursery stock.

Wholesale growers of pecan trees, over 400,000 pecan trees of all standard varieties for market this fall. Also about 500,000 Owarl Satsuma orange trees.

Get in touch with us for fall prices.  
F. A. MAHAN President and Manager



MAKE NO MISTAKE  
Use Perfection Markers  
Galvanized iron, black  
baked enamel glass  
front, card about 2x4  
inches; stake 28 in. long.  
Lasts ten times longer  
than wood, and more  
satisfactory.  
Manufactured by  
THE S-W SUPPLY CO.  
Girard, Kansas.

## FOREST NURSERY CO.

McMinnville, Tennessee

Established 1887

Large assortment general Line

Nursery Stock

FOREST TREES, SHADE TREES  
SHRUBS, VINES, EVERGREENS

OUR USUAL LINE. Write for Trade List

WE would like to serve YOU

## SPIREA VANHOUTTE

2-3 ft., 3-4 ft., and 4-5 ft. in quantities.

HYDRANGEA ARBORESCENS

18-24 in. and 2-3 ft.

HYDRANGEA PAN. GRAND.

18-24 in. and 2-3 ft.

BERBERIS THUNBERGI, CALIFORNIA

PRIVET, and all other SHRUBS in a good

assortment.

WISC. WEeping WILLOWS

6-8 ft. and 8-10 ft.

FRUIT TREES, GRAPE VINES, and

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If proofs are wanted, copy should be in hand previous to above dates.

American Fruits Pub'g Co., P. O. Box 124, Rochester, N. Y.

## THIS PAGE PRESENTS

**American Nurseryman Directory of American Plant Propagators**

**Listing Nursery Concerns Which Specialize in Production of Young Stock  
Including That Which Has Heretofore Been Imported**

The American Plant Propagators' Association, Organized in 1919, Will Hold its Tenth Annual Meeting in Denver, Colo., June, 1928. E. M. Jenkins, Winona, Ohio, Secretary.

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# American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock,  
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## ROUND TRIP TO COAST WITH STOP-OVER IN DENVER

### Details of Interesting Trip on Occasion of Annual Convention of American Association of Nurserymen Next June

In response to inquiry, General Agent W. S. Dewey, of the Chicago Burlington & Quincy Railroad Company, says with reference to train service between Chicago and St. Louis and Denver for the American Association of Nurserymen's convention in Denver, Colo., June 20-22nd inclusive, 1928:

The Burlington Road is the short line between points mentioned. From Chicago to Denver during the summer months we operate three trains daily in each direction as follows:

Chicago 10:30 A. M.	Denver 1:10 P. M.
Leave	Arrive
	next day
Chicago 5:30 P. M.	Denver 7:55 P. M.
	next day
Chicago 11:30 P. M.	Denver 7:15 A. M.
	2nd morning
Denver 11:30 A. M.	Chicago 3:55 P. M.
	next day
Denver 3:45 P. M.	Chicago 7:45 P. M.
	next day
Denver 11:30 P. M.	Chicago 7:00 A. M.
	2nd morning

From St. Louis to Denver we operate two trains daily in each direction as follows:

St. Louis 2:15 P. M.	Denver 3:15 P. M.
	next day
St. Louis 9:01 P. M.	Denver 7:15 A. M.
	2nd morning
Denver 1:30 P. M.	St. Louis 5:30 P. M.
	next day
Denver 11:30 P. M.	St. Louis 7:25 A. M.
	2nd morning

As regarding rates that will be in effect at the time of the meeting called at Denver: Each year, effective May 15th to Pacific Coast points and effective June 1st to Rocky Mountain and National Parks regions, low round trip rates are available with final return limit of October 31st at rate only slightly more than the one-half fare for the round trip. Stop-overs are permitted at all points both on the going and return journey.

For your information, we are attaching hereto copy of this summer's 1927 rate pamphlet, which gives the rates from various points to western destination in detail, giving the exact fare, etc. Pullman fares are also shown on the back cover of the pamphlet.

For such passengers that contemplate traveling to Colorado only, would suggest the purchase of a round trip ticket to Denver or Colorado Springs and return.

For those contemplating a visit to the National Parks, i. e. Rocky Mountain National Park, Yellowstone and Glacier, passengers should purchase the tickets to Glacier and return.

For those who plan to visit the Pacific Coast would suggest purchase through to Seattle, Tacoma, Portland or to San Francisco and Los Angeles.

If a combination is desired to include the North Pacific Coast and the South Pacific Coast, that rate is also shown under the heading California via North Coast points.

As previously stated, whether you purchase to the National Parks or to the Pacific Coast, tickets can be routed via the Burlington to Denver with stopovers within the transit limit of October 31st at Denver.

The Burlington has become the National Park Line, the largest carrier of summer tourists to the Rockies. It has helped to make the low cost of vacationing possible for millions of Rocky Mountain points and is the only line for giving thousands an opportunity to see two or three parks for but little more than the rail cost for one park; and this complete service to the Rockies is matched by no other railroad.

Cones from the historic cypress trees that stand in the Garden of Gethesmane, brought back by a forestry student of the University of California, have produced flourishing seedlings in California Nurseries.

When weather conditions were favorable, the seeds were sown by Prof. Woodbridge Metcalf. With careful attention many germ-

inated and grew into sturdy seedlings, averaging two to three inches in height at the end of the growing season. On removing them from the seedbed, half were placed in a transplant row on the Berkeley campus and the remainder sent to the state forest Nursery at Davis. The latter trees are now 8 inches to 12 inches high and ready for distribution.

Some of these are being held by State Forester M. B. Pratt for the California missions and other churches so that in a few years these young trees, with their dense, dark green, sombre foliage will be representative of their parent trees in the garden in Palestine.

#### Carob Nursery in California

One of the most unique and interesting horticultural plantings in California is that of 1500 acres of carob trees near Arlington in Riverside County, owned by Laurence Holmes.

The grower, widely known as the inventor of a disappearing bed much used by apartment and flat builders, has long been interested in agriculture. He says he first became interested in the carob through a study of the Bible, which in the fifth verse, third chapter of Matthew, tells how John the Baptist lived on locusts and wild honey. He contends, as do many eminent authorities, that this is an error in translation and that what the biblical character really lived on was "wild honey locust," which, according to investigators, was the carob.

Becoming interested, Mr. Holmes obtained some seed, planted them in a seed box, and grew his first tiny seedlings in the basement of a Los Angeles apartment house. Knowing the uses of the carob in the Old World, he says, and having learned that there was a market for the carob fruit, he decided to make a commercial planting.

Because the carob had been grown for untold generations in the semi-arid regions around the Mediterranean, he felt sure it would thrive in Southern California. He bought out part of the Arlington district holdings of F. D. Cornell, a Los Angeles real estate man, and with him put out a large acreage to the trees. Later, he acquired Mr. Cornell's interest.

Mr. Holmes has his own Nursery. The seeds are planted in containers made of lath and tar paper and are sprouted by a special process involving the use of hot water. The container is partially filled with dirt and the seeds are placed carefully in holes made for them with an instrument resembling an auger. Fine dirt is then sifted over them, and the container is put away in the Nursery.

When the seedlings are two years old they are transplanted into the field. They are budded one and two years after setting out, and commence bearing about three years after budding. A budded tree six years old, given good care, Mr. Holmes says, will yield about 100 pounds, while at maturity a tree will produce several times that amount.

The trees, he points out, can be grown without any irrigation, although the young trees do better if they have a little water the first few years.

The carob is a beautiful tree and has been grown to some extent for ornamental purposes in Southern California. Its fruit is a bean-shaped pod from five to ten inches long when matured. It has been used as a source of food for centuries by the people of the Levant, the Spanish, Italians and Greeks and has figured as a stock feed for these lands.

#### Advice to Prospective Nurseryman

To one asking for information on embarking in the growing of evergreens as a Nurseryman, H. B. Tukey, of the New York Agl. Expt. Station says:

"Our advice to you would be to make haste slowly. There are a number of Nurserymen who already feel that the ornamental game is being overdone. At all events, the most important part of the Nursery business at the present time is selling. It is not enough to be able to grow the plants. They must also be sold. It would be well for you to get in touch with some local Nursery concerns, find out what they want grown, and then contract with them. This is a customary procedure in Nursery regions, and it works to the advantage of both parties. But before you spend any money for 'lining-out' stock' be sure that you know what you are doing.

"Just at present practically all evergreens are popular. Some of the higher priced ones are Sabina juniper, balsam fir, Tom Thumb arborvitae and hemlock spruce."

#### Plant Introductions

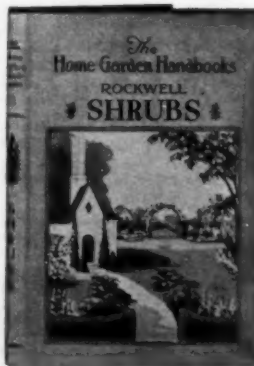
A complete record of plant introductions made by the South Dakota State College department of horticulture since the fall of 1895 up to 1927 is included in a new publication of the experiment station here.

The breeding of hardy fruits has been the leading work of the department of horticulture and many requests have been received for bulletins containing the record of this work. Dr. N. E. Hansen, horticulturist and vice director of the experiment station is the author of this bulletin which is entitled "Plant Introductions."

A total of 247 plant introductions made by the department of horticulture are described. This list includes apples, plums, grapes, sand cherry hybrids, pears, crab-apples, gooseberries, roses, ornamental shrubs, walnuts, raspberries, willows, cherries, currants, watermelons, clover and alfalfa and several other plants.

The Richard Diener Nursery company has sold its property at Kentfield, Cal., to C. C. Stephens, a Nurseryman of Palo Alto, Cal., who will specialize in ornamentals.

## To Increase Business



Sell the new book—"Shrubs", by F. F. Rockwell—with every order for ornamentals.

It guides the home owner to successful plantings and brings him back for more and larger orders.

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APPLE, Malus—Pyrus Malus  
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" Japan—Pyrus Serotina  
CHERRY, Mazzard—Prunus Avium  
" Mahaleb—Prunus Mahaleb  
PEACH, from Lovell Seed  
PERSIMMON, De Lotus  
PLUM, Myrobalan—Prunus Myrobalana  
BIRCH, European White—Betula alba  
ELM, Chinese—Ulmus pumila  
MAPLE, Norway—Acer platanoides  
" Sycamore Purple—Acer pseudo-platanus purpurescens

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Also a very complete line of Fruit Trees, Ornamentals, Roses and Nursery Supplies.

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" " 8-10 ft. .... .35  
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Silver Maple, 8-10 ft. .... .60  
" " 6-8 ft. .... .35  
" " 5-6 ft. .... .20  
Catalpa Bungei, 5-6 ft. .... 1.00  
" " 4-5 ft. .... .75  
" " 3-4 ft. .... .50

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" " " 4-5' .....		20c 15c
Lonicera morrowi, 3-4' .....		15c 10c
Philadelphus coronarius, 3-4' .....		15c 10c
" " " 4-5' .....		20c 15c
Philadelphus cor. grandiflora, 3-4' .....		18c 15c
" " " 4-5' .....		20c 18c
Rosa rugosa, red, 2-3' .....		18c 15c
" " " 3-4' .....		22c 20c
Spiraea arguta, 2-3' .....		10c 8c
" " " 3-4' .....		15c 10c
" reevesiana, 3-4 ft. ....		15c 12c
" " fl. pl., 3-4' .....		22c
" thunbergi, 15-18" .....		12c 10c
" " 1 1/2-2' .....		18c 15c
" " 2-2 1/2' .....		20c 17c
" vanhouttei, 3-4' .....		18c 14c
Weigela nana variegata, 3-4' .....		25c
" rosea, 3-4' .....		20c
" vanhouttei, 3-4' .....		20c 15c

### EVERGREENS

Azalea hinodegiri, puddled, 8-12" ....	65c 50c
" " " B&B, 10-12" ....	90c 80c
Thuja oc. globosa, puddled, 8-12" ....	30c 25c
" " " puddled, 12-15" ....	45c 35c

## Howard-Hickory Nursery

HICKORY, N. C.

AT THE FOOT OF THE BLUE RIDGE

## SCARFF'S Nursery

Headquarters for  
Small Fruit Plants  
And Lining Out Stock

Strawberries  
Raspberries  
Dewberries  
Blackberries  
Elderberries  
Currants  
Gooseberries  
Grape Vines  
Horseradish  
Asparagus  
Rhubarb  
Hardwood Cuttings  
Iris  
Spirea in variety  
Privet  
Hydrangea P. G.  
Mallow Marvel  
Barberry Seedling  
Peonies  
Honeysuckle  
Euonymus Radicans  
Philadelphus Grand

Our list quotes lowest prices

W. N. Scarff & Sons, New Carlisle, O.

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Salesmen send for catalog describing shrub and perennial compact folders and famous landscape plate book.

B. F. CONIGISKY

Hamilton Street Peoria, Illinois

## COMMERCIAL NURSERY COMPANY

DECHERD, TENNESSEE

We expect to have our usual supply of fruit trees, shade trees and ornamentals; grafted and budded pecans for the fall trade. Write us.

## BROAD LEAF and CONIFEROUS EVERGREENS

Good Assortment  
In Medium and Large Sizes.

VA. CEDARS, LAWSON CYPRESS,  
CEDRUS DEODORA,  
JUNIPERS, RETINOSPORA,  
THUYAS, BIOTAS, ETC.

Price list on request.

## D. E. HOPKINS NURSERYMAN

111 W. Freemason St. Norfolk, Va.

## Concord GRAPE VINES

in all grades of

One and Two Year Stock

Will make an attractive Price on  
Two year No. 1 and  
Two year No. 2

For Nov. and Dec. Delivery

**F. G. Spoden Nursery**  
FREDONIA, N. Y.

## Silver Maples

6 to 8 feet  
8 to 10 feet  
10 to 12 feet  
and  
1 1/2 to 1 3/4 in.

"WEST has the BEST"

**T. B. WEST & SONS**  
PERRY, OHIO

## The Westminster Nursery

J. E. Stoner, Proprietor

WESTMINSTER, MARYLAND

Offers in quantities California Privet 1 and 2 yr.; Rhubarb, 1 and 2 yr.; Asparagus, Washington varieties, 1 and 2 yr.; and a fine assortment of Shrubbery, Vines and light grade Evergreens, etc.

Send us your want list. Our prices will be attractive.

Northern grown Strawberry, Raspberry, Blackberry and Grape plants.

We pack your retail orders at prices that will make large profits for you.

**ESSIG NURSERY**

Bridgman, Michigan

## TREE SEEDS

Send for catalog listing Tree, Shrub, Perennial and Evergreen Seed. Collected from all parts of the world.

**CONYERS B. FLEU, JR.**

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AMERICAN NURSERYMAN, Chief Exponent, twice a month \$2.50 per year. Three years, \$6. Canada, abroad, 50c extra per year.

Advertisements are Inserted Twice a Month in American Nurseryman for Single Rate

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**American Nurseryman**

PUBLISHED SEMI-MONTHLY, ON 1st AND 15th

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Rate: \$2.80 Inch per month; under yearly term, \$2.50

### National Advertising of Trees

Ernest F. Sheffield, Robbinsdale, Minn.

We are aware of the importance of trees as they are variously used for shelter and ornamentation of our homes and for the production of fruit and wood and for the beautifying of our nation out of door. Do we Nurserymen use this excellent material to best advantage? Are we serving our nation well with our product?

No, the nation could use to advantage ten times the volume of trees as we now distribute in a comparatively inefficient and haphazard manner. We do not feel our responsibility sufficiently and the potential importance of the sleeping giant-reforestation. The Nursery industry is comparatively dormant and unorganized.

The public has no distinct impression of an organized Nursery industry engaged in reforestation and the beautification of America.

On the other hand, "Say it with flowers" warms the heart of almost every individual. When actuated by national advertis-

ing we give floral tokens of love. An advertisement of February 12 "Wherever she is, say it with flowers" sold me the bouquet which I gave to the wife and which renewed sentiment in our home during a humdrum existence and was thereby worth a thousand dollars, we will say.

The flower industry has served the public better through advertising. They made use of modern business methods and have better served thereby. They in turn have been richly rewarded for their service. They are prosperous because they have served well and efficiently.

I do not mean that we should take "Say it with Flowers" for our slogan, but I do mean that if we Nurserymen organized state and nation and put out a slogan that indicates our best code of ethics before the public through the most wide and efficient distributors of information such as national magazines that we can thereby do more and better work, that we can serve better, and be proportionately rewarded.

I believe that a few dollars contributed to a fund to search out the real needs and

mission of the Nursery business and to broadcast an educational program announcing the wonderful part that trees can play properly distributed on the land will do more good than the same dollars invested in advance commissions to Tom, Dick, and Harry who has nerve enough to knock at the back door. I think it is generally conceded that the Nursery salesman presents trees in an undignified manner.—Minnesota Horticulturist.

J. E. Bergtholdt, Newcastle, Cal.; T. A. Sand, Fresno, Cal., and C. A. Melcher, McFarland, Cal., have incorporated the Melcher-Sand Nursery, capital \$50,000, to have offices in Fresno.

R. Lloyd Scott, owner of the Coastal Plains Nursery, Waycross, Ga., intends to establish a branch at Windsor Park, Brunswick, Ga., from which place landscape operations, mainly, will be carried on.

The landscape work for "Dreamcote", Allentown, Pa., as well as the other houses built by the Kleppinger Construction Co., was arranged by Lehigh Valley Nurseries.

### MISCELLANEOUS

#### FOR SALE

##### STOCK FOR SALE

Peony roots; forty acres of all varieties. Visit our fields. Lutz Peony Farms, Boonville, Ind.

APPLE SCIONS, standard varieties. 50,000 PEONY ROOTS, 40 varieties, 15c & up. L. F. Dintelman, Belleville, Ill.

Caco Grape Vines—I have a good supply of large one-year vines. Strictly true to name. Also limited number of Caco cuttings for spring. C. D. Wright, Hamburg, Iowa.

Wood Lawn Nursery, Rt. 3, Greenville, Ga., offers Boxwood plants \$2.00 doz.; Magnolia Glauca trees \$5.00 doz.; Pink Crepe Myrtle trees \$3.00 doz.; Lemon Lily bulbs \$1.00 doz.; Evergreen Pine trees \$3.00 doz.; Unlimited quantity on the market. All orders sent prepaid.

Magnolia Grandiflora. Nursery Grown. 2-4 feet, field grown, 40c. 2-3 feet, field grown, 30c. 18-24 inch, field grown, 20c. 12-18 inch, field grown, 15c. 8-12 inch, field grown, 10c. 6-8 inch, from seeds beds, \$60 per 1000. 3-6 inch, from seed beds, \$40 per 1000. Also large stock fruit trees and ornamentals. Concord Nurseries, Dept. F., Concord, Ga.

#### WANTED

##### HELP WANTED

Dependable man to handle retail agency business of a long-established Nursery company in the Middle States. Good opportunity for one who is capable to take full charge and develop. Address B-75, care AMERICAN NURSERYMAN, Rochester, N. Y.

##### STOCK WANTED

Wanted—Some well-grown Virginia crab trees. Sunny Ridge Nursery, Round Hill, Va.

#### BOOKS

BAILEY'S STANDARD CYCLOPEDIA OF HORTICULTURE, 2 vols. Illustrated. Fully indexed. 2639 pages. Indispensable for horticultural reference. The standard authority everywhere. Sold only in complete sets. Price \$25 per set. American Fruits Pubg. Co., P. O. Box 124, Rochester, N. Y.

LIST OF 119 BOOKS on Horticultural subjects covering Nursery, Greenhouse, Field, Ornamental and Fruit Stock, Vines, Insecticides, Spraying, Landscaping, Diseases, Insects, Orchards, Gardens. Seven books on Landscape Gardening. List sent on request. American Fruits Pubg. Co., P. O. Box 124, Rochester, N. Y.



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Advertising for Nurserymen

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Grape Vines, Currant, Gooseberry, Red and Black Raspberry suckers and Trans.

Strawberry, Rhubarb, Asparagus.

L. J. Rambo's Wholesale Nursery  
Bridgman, Michigan

#### WATERPROOF PAPER LABELS

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Sample Free.

OHIO NURSERY CO.

Elyria,

Ohio

#### NURSERY STOCK

Budded Roses, June bud Peach and Plum Trees, Magnolia figs, Shrubbery and Evergreens. Write for price list, also special price on car load of roses.

WILSON NURSERY CO.

WILLS POINT, TEX.

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RICHLAND, WASHINGTON

Growers of

Chinese Elms, Ulmus Pumila, Ulmus Parvifolia, White Birch, Norway Maple, Seedlings and Shade Trees

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By an established Nursery of about 100 acres, close to Chicago, Ill., man able to take charge of propagating. Thoroughly experienced in Ornamental Stock, Evergreens and Perennials. Answer fully, stating age, experience and salary. Apply Box 91, Maywood, Ill.

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## THE AMERICAN ASSOCIATION OF NURSERYMEN

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Convention Date: Denver, Colo., June 27-29, 1928

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Vice-President, E. B. George, Painesville, Ohio.



**HARRY W. JOINER**

Perry, Ohio

[LAKE COUNTY]

I have in surplus for Fall, 1927, or Spring, 1928, the following items in well finished stock:

10,000 Berberis thunbergi  
50,000 California Privet  
10,000 Spirea Anthony Waterer  
10,000 Spirea froebellii  
20,000 Spirea Vanhouttei  
5,000 Pear, Standard  
20,000 Silver Maple

**GRAPE VINES**

(Our Specialty)

20,000 Agawam  
10,000 Catawba  
10,000 Brighton  
2,000 Diamond  
10,000 Delaware  
60,000 Concord  
20,000 Moore's Early  
20,000 Niagara  
5,000 Salem  
20,000 Worden

The above offered items represent our surplus which we are willing to move at prices which might interest you. This is all well-grown stock, graded to the highest standard and we guarantee condition of same on arrival. Send us your inquiries and we will tell you what we can do for you.

Largest and Best Supply of

## GRAPE VINES CURRANTS GOOSEBERRIES

in all old and new varieties and grown in the famous Chautauqua-Erie Grape Belt.

Sixty years' experience in growing and furnishing strong, fibrous roots of well-known HUBBARD COMPANY grade.

Prompt shipment.

Attractive prices made on quantity lots.

**T. S. Hubbard Co.**  
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**Cuthbert****Red Raspberry Plants**

Well rooted clean resorted sucker plants with the T root on, grown in sand and of disease free fields.

**B. & H. Nurseries**

Onekama, Mich.

Apples, Figs, Altheas, Butterfly Bush, California Privet, Crape Myrtle, Coral Berry, Deutzias, Forsythias, Loniceras, Philadelphus, Pussy Willows, Spiraeas, Weigelas, Climbing Roses, Carolina, Norway and Lombardy Poplars, Silver Maples and Tulip Trees.

Send us your want lists.

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**OLD DOMINION NURSERIES**

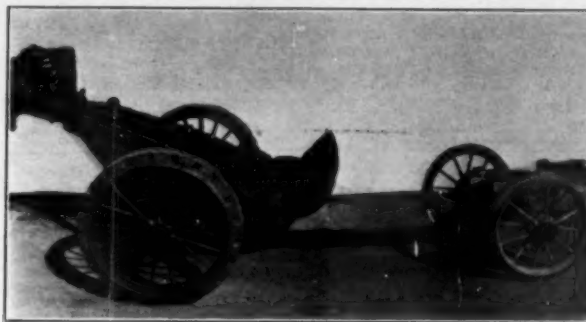
We offer for Fall, 1927:

Peach Trees; Amour River (North) and California Privet; Catalpa Bungei; Silver Maples; Lombardy Poplars; Evergreens; Azaleas—Crape Myrtle. We also offer a good stock of Extra Well Rooted Evergreens from beds for lining out purposes.

**W. T. HOOD & CO.,** Richmond, Virginia  
Send for our Wholesale lists.

IT COSTS LESS THAN 21 CENTS A MONTH TO KEEP IN TOUCH WITH THE TRADE THROUGH A REAL NURSERY TRADE JOURNAL.

## Make Money with an IRISH TREE MOVER



This Mover is practically all steel construction. The cut illustrates the curved cupped cradle with which the tree and ball of soil and roots are lifted and transported.

The rigs are made in two sizes for moving trees from 5"-20" in diameter. They are equipped with a winch, and may be had with rubber or steel wheels, roller or taper bearings.

Prices and descriptive leaflet on request.

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**LOMBARDY POPLARS!!!!**

We have a block of several thousand on leased ground  
*That MUST be moved.*

6-8 8-10 10-12 12-14 feet

PRICED RIGHT

PACKED RIGHT

**HILLENMEYERS' NURSERIES**

LEXINGTON, KENTUCKY

Also

White Dogwoods  
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Weigelas rosea  
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**BOXWOOD**

Buxus Sempervirens  
28 in. Pyramids

100 at \$2 each; 1000 at \$1.50 each  
Less 5% for cash.

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Write for our 1927 Short Guide & Price List

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Established 1878

**HARDY AZALEAS**

For forcing, landscape and lining out.

**Theodore van Veen Nursery Co.**

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**APPLE TREES—PEACH TREES**

HIGH GRADES. LOW PRICES

Try them and you will be pleased.

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15,000 five to seven feet only, \$10.00 per 100; \$42.50 per 500; \$77.50 per 1000; packing additional except on car lots. Will cut back to any desired height for one cent each additional. Part growing near Dallas, remainder at Sherman, Texas. Also a full line of Nursery stock.

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**Fruit and Flower Plates**

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We offer selected Pecan Trees, produced by improved methods of careful bud selection which insure profitable results for the planter. All standard varieties. Make your reservations now. We grow other nursery stock, especially good budded and grafted Rose Bushes.

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**TREE SEEDS**

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Catalogue on Application.

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CHOICE VEGETABLE SEEDS

New Season's prices now ready. If you have not received your copies please ask for them.

Apply to the originators and creators of the fine modern strains.

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Seed Raisers (Wholesale)

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Fredonia Grown and Fredonia Grade

**GRAPE VINES**

Currants, Gooseberries

Raspberry Tips,

Blackberries

In all grades and varieties. Let us have your list of wants. We can quote attractive prices.

Forty-two years experience in Growing Nursery Stock

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FREDONIA, N. Y.

## POPLAR, LOMBARDY and NORWAY

All sizes from 5 to 6' up to 2" caliper

**Catalpa Bungei**

Nice smooth bodies with good heads

5 ft. and 6 ft. Stems

Write us for special prices on these.

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Black Hills Spruce ..... 3 to 16 ft.  
Colorado Blue Spruce, shiners 3 to 18 ft.  
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Concolor Fir ..... 10 to 25 ft.  
Norway Spruce ..... 3 to 20 ft.  
Scotch and White Pine ..... 4 to 20 ft.

Over 2500 guaranteed specimen trees. Priced to sell. Write for prices.

**Graettinger Nursery**  
GRAETTINGER, IOWA

## European Sycamore

6 to 8 feet  
8 to 10 feet  
10 to 12 feet  
1 1/2 to 1 3/4 in.

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Well-rooted Cuttings

"WEST has the BEST"

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Parsons

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## Specialties

Amoor River North Privet, 2 yr., 2-3 and 3-4 ft., well branched.

Bungei Catalpa, 4 1/2-8 ft. stems.

Lombardy Poplar, 5-6 to 10-12 ft.

Thurlo Willow, 5-6 to 10-12 ft.

Lonicera Bella Albida, 2-3 to 5-6 ft.

Deutzia Pride 2-3 to 5-6 ft.

Forsythia Asst., 2-3 to 4-5 ft.

Tamarix Asst., 2-3 to 5-6 ft.

Purple Wisteria, 2 & 3 yrs.

**EVERGREENS**—Biotas and Junipers, in good supply.

Early Harvest B. B. root grown plants.

Long list of Ornamentals in generous supply.

## SPECIAL OFFER

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Sample Copy postpaid, \$1.50

91 leaves, 159 colored illustrations.

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Formerly CHRISTY, INC.

Searle Bldg. ROCHESTER, N. Y.

We are offering FREDONIA grown **Grape Vines, Currants and Gooseberries**

for fall and spring delivery of unexcelled quality. We grow everything we offer, AND KNOW HOW. Let us quote on your requirements before placing your orders.

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Established 1890 Fredonia, New York

## MOSAIC FREE LATHAM RASPBERRY PLANTS

HARALSON APPLE TREES

EVERGREEN SEEDLINGS

Mugho, Scotch, White, and Norway Pine—Norway, White, Black Hill, and Colorado Blue Spruce—American Arbor Vitae and Concolor Fir.

**J. V. Bailey's Nursery**

Daytons Bluff Sta., St. Paul, Minn.

## PECANS

We are the pioneer growers of budded and grafted pecans in the South. Have a complete stock of the leading standard varieties. Can furnish trees we know will please and give satisfactory results. Catalog free.

**INTERSTATE NURSERIES**

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Specialists

**TREE SEED SHRUB**

**HERBST BROTHERS**

95 Front St.  
NEW YORK

## BOXWOOD

Large and Small Specimens  
Hedging Suffruticosa and  
Sempervirens varieties

**H. ERNEST CONWELL, INC.**  
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**European and Exotic Tree Seeds**  
Fruit Stones

of highest germinative faculty and purity controlled by the Austrian State  
**A. GRUNWALD KILNHOUSES**  
Member A. A. N. Established 1868  
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# ARMSTRONG

## Lining Out Evergreens

We can ship safely any time during winter and spring up to April 15th.

We pack our plants so that they have to reach you in good condition, whether you are located in Kansas, New York, Florida or Texas.

Here are a few selections from our complete list— all once transplanted except where noted—with heavy tops and roots.

		per 100	per 1000
CEDRUS deodara (from seedbed)	4-6 in.	\$ 7.50	\$ 60.00
libani	4-6 in.	7.00	60.00
CHAMAECYPARIS lawsoniana	6-8 in.	5.00	45.00
laws. alumi	6-8 in.	8.00	75.00
laws. viridis erecta	4-6 in.	10.00	90.00
laws. grandis (new)	3-5 in.	15.00	140.00
laws. pendula	6-8 in.	12.00	110.00
CUPRESSUS arizonica	6-8 in.	4.00	35.00
bandai sugi	3-5 in.	15.00	
macrocarpa	6-8 in.	2.50	22.50
torulosa majestica	6-8 in.	12.00	110.00
sempervirens (cuttings)	6-8 in.	8.00	75.00
sempervirens (seedlings)	6-8 in.	4.00	35.00
CRYPTOMERIA japonica elegans	8-10 in.	7.50	60.00
JUNIPERUS Pfitzeriana	5-8 in.	10.00	90.00
Pfitzeriana	8-10 in.	15.00	140.00
Chinensis procumbens	3-5 in.	12.00	110.00
communis	6-8 in.	10.00	90.00
communis depressa	4-6 in.	8.00	75.00
Communis depressa	8-10 in.	10.00	90.00

JUNIPERUS (Continued)		per 100	per 1000
hibernica fastigiata	6-8 in.	10.00	90.00
horizontalis	4-6 in.	12.00	110.00
sabina	4-5 in.	12.00	110.00
sabina	8-10 in.	15.00	140.00
sabina tamariscifolia	3-5 in.	12.00	110.00
LIBOCEDRUS decurrens	6-8 in.	8.00	75.00
RETINISPORA decussata	5-7 in.	8.00	75.00
leptoclada	6-8 in.	8.00	75.00
obtusa	6-8 in.	6.00	50.00
obtusa Crippsi	4-6 in.	15.00	140.00
plumosa	5-6 in.	8.00	75.00
squarrosa	4-6 in.	8.00	75.00
SEQUOIA sempervirens	4-6 in.	12.00	110.00
THUYA occidentalis pyramidalis	5-7 in.	10.00	90.00
orientalis compacta	4-6 in.	10.00	90.00
orientalis Bakers	5-7 in.	10.00	90.00
orientalis beverleyensis	5-7 in.	15.00	140.00
orientalis pyramidalis	5-7 in.	10.00	90.00
rosedale	4-6 in.	8.00	75.00

Send for our complete list of small plants for lining out and growing on. We guarantee your dealings with us to be satisfactory.

# Armstrong Nurseries

502 N. Euclid Avenue,  
ONTARIO, CALIF.

## USE BUCKWHEAT HULLS "LIGHT AS SNOWFLAKES"

because it's the better quality brand. Put up in bags only. "You need not be burdened with considerable work and time as in using bailed Mull." Simply open one corner of bag to give free flow of hulls. Saves time and gives most satisfactory results for winter protection around shrubbery, perennial flower beds and borders, strawberry beds and other small fruits.

### SUPERIOR TO COMMERCIAL HUMUS

BUCKWHEAT HULLS—WILL NOT pack or mat to the ground. Smother small plants or Dutch bulbs.

BUCKWHEAT HULLS—WILL lighten heavy soil or add humus to sandy soil. Protects small plants or Dutch bulbs. Holds soil moisture in summer when used as a summer mulch. Almost black in color, makes attractive bedding material.

BUCKWHEAT HULLS also furnish considerable plant food.

You will be pleased after using Buckwheat Hulls. Read what Mr. Powell, Roslyn, Pa., says about Buckwheat Hulls:

Used Buckwheat Hulls last fall as general mulch on Roses, Peonies, Hardy Plants and Shrubs. Everything stood the winter very good. Have dug the mulch under and all plants, etc., are looking fine. I am so well pleased that I enclose another order herewith. John W. Powell, Roslyn, Pa.

### CHEMICAL ANALYSIS

Ammonia 1.6%, Phosphoric Acid .06%, Potash .75%. Compare this with Sheep Manure: Ammonia 2.25%, Phosphoric Acid 1.5%, Potash 2%.

BE CONVINCED. ORDER YOURS TODAY.

(Prices f. o. b. Towanda)

100 lbs., \$1.50; 300 lbs., \$4.00; 1000 lbs., \$12.00; 2000 lbs., \$20.00

Terms—Cash with order. 25% Discount to Nursery Trade.

**DAYTON MILLING CO.**  
825 Main Street, Towanda, Pa.

## \$10,000 SALESMAN WANTED

JUNGLE GARDENS, INC.,  
the most progressive Nursery  
in the South, wishes the ser-  
vices of a salesman who can  
EARN a salary of TEN  
THOUSAND DOLLARS A  
YEAR.

Address:

**JUNGLE GARDENS, Inc.**  
AVERY ISLAND, LOUISIANA.



**Juniperus sabina**  
(Savin Juniper)

o indicates seedlings; x indicates one transplanting

## DUNDEE ILL.